

# Chemist & Druggist

30 December 1972 THE NEWSWEEKLY FOR PHARMACY

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## Drug abuse counselling success

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## One man's pharmacy museum

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## Index Supplement

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The newsweekly for pharmacy

30 December 1972 Vol. 198 No. 4841

114th year of publication

## Contents

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No.

Drug counselling success in Bournemouth	908
'Dangerous drugs'—more voluntary bans needed	908
£150 fine for supplying poisoner	909
Scotland increases NHS course allowance	909
'Free films' the most popular promotion	910
Purchase tax rebate details	910
The Xrayser column: Marley's ghost	911
Estate duty and the director	914
Comment <input type="checkbox"/> Consumer confusion	915
Special committee to help EEC representatives	916
One man's pharmacy museum	918
Flavours past and present	919
<i>Classified Advertisements</i>	920

Appointments 910  
Bonus Offers 913  
Books 915  
Coming Events 917  
Deaths 911  
Letters 917  
Market News 920  
New Products 912

News in Brief 911  
Notes on Medicaments 912  
On TV Next Week 913  
Prescription Specialities 912  
Post Scripts 915  
Trade News 913  
Ulster News 910

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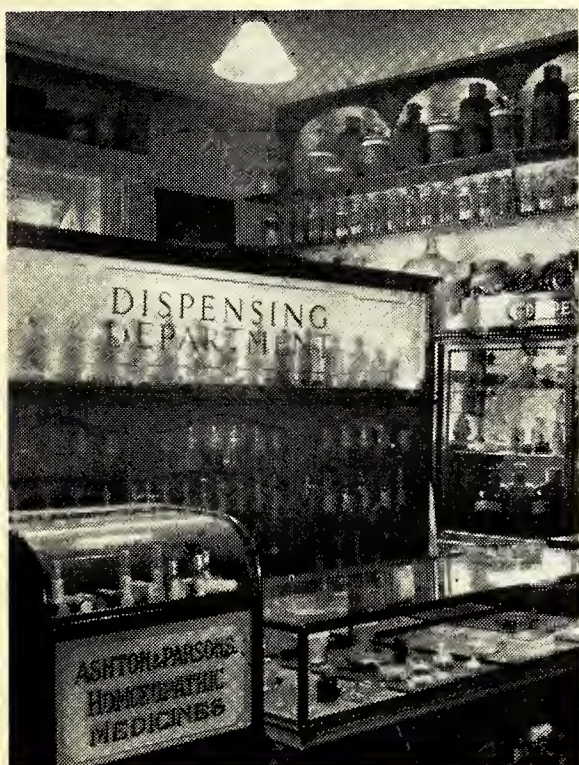
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Mr J. Newstead MPS is collecting relics  
of East Anglian pharmacy at his home  
(see p918)



# Drug counselling success in Bournemouth

Proof that professional and lay people can successfully co-operate in the welfare of the community is recorded by the past annual report of Bournemouth Drugs Committee and Centre.

The chairman of the Committee, Mr K. Callow, a pharmacist and local magistrate, reports that four years of effort in facing up to drug misuse problems is "showing some results".

"One cannot yet report a breakthrough in terms of a solution but at least there is cause for optimism, certainly in the fields of counselling and education."

The Committee started in January 1969 as a working party of people professionally interested in the problem, prepared to discuss the improvement of communication and liaison between the various agencies trying separately to deal with the drugs situation.

The aims were defined as follows:—The consideration of all practical preventive measures which can be taken to diminish the drugs problem; the establishment of close liaison between professional workers concerned with drugs misuse; the education of young people and their parents about drugs and drug misuse; the provision of a counselling service for those involved with drug misuse; the consideration of the need for a rehabilitation unit or hostel for ex-drugs misusers.

Activity began in 1971 with talks to parent-teacher and other organisations and

culminating in the opening of the drugs advisory centre, manned by trained volunteers, to provide a counselling service for those involved in drugs misuse and parents worried about children becoming involved.

The centre is open on Wednesday and Friday evenings 7.30-9.30 pm. Volunteers were initially drawn from bodies such as Rotary, the probation service and the Samaritans and a course on drugs misuse was arranged before the centre was opened. They have ready access to medical and social experts to whom they can refer clients for help. One of the problems has been in trying to encourage people to use the centre, but during the year, advice has been sought by, or on behalf of, some 30 people. Twenty-one were single, three married and two separated; twelve people were unemployed and six were students. Fourteen were taking drugs, four had attempted to take drugs and five had given up.

Twenty cases involved taking cannabis and/or LSD and nine amphetamine, barbiturates or other types of drugs. Of those who were taking drugs five had obtained them from friends, five from "pushers" and three from casual acquaintances.

The Committee's activities have had to be run on a "shoe string" though plans were in hand at the end of the year to appeal to local organisations for financial help. They started off with a £25 grant from the local authority and donations of

£50 from the local branch of the Pharmaceutical Society.

The possible role in "field" work by volunteers by going out into coffee bars, discotheques and other places, where young people congregate to offer help where needed was a plan being considered as the year closed. The Committee has also attempted to achieve local drugs limitation through medical-pharmaceutical co-operation.

The Committee's last report was presented at a recent meeting sponsored by members of the ABPI. The Mayor of Bournemouth attended and Mr J. C. Bloomfield spoke briefly.

## 'Dangerous drugs'—more voluntary bans needed

Persistence of relatively heavy prescribing of chloramphenicol by a few doctors in Northern Ireland suggests that warnings of its serious adverse effects, in the medical Press and by the Committee on Safety of Medicines, had not reached, or influenced, some practitioners, suggests a recent *Lancet* editorial.

A study by Professor O. L. Wade, on prescribing in Northern Ireland from 1966-70, also revealed that prescriptions for amphetamines decreased in number slowly but "were still considerable".

"The pattern of prescribing of bronchodilators changed strikingly, with a small fall in preparations containing adrenaline and isoprenaline and a great increase in the selective agents, such as salbutamol and the 'anti-allergic' compound disodium cromoglycate."

The editorial suggests that with more voluntary bans it might be possible to reduce still further the prescribing of dangerous drugs for which there are now safer alternatives.

□ Doctors in Ipswich, Suffolk, where the first amphetamine ban was introduced, have recently successfully reduced barbiturate prescribing by about 60 per cent. They have refused to prescribe barbiturates to any one under 18 and check back on new or temporary patients who ask for them. Some dependent patients were switched to nitrazepam.

## French talc deaths — m-d's charged

The managing director of the French Morhange company which sells the talc Bébé and the head of Setico company which produced the talc for Morhange have been charged with involuntary homicide. This follows the death of over 40 babies (*C&D*, September 2, p326) after their mothers dusted them with the French talcum powder.

A management official of Setico, not named, has been charged with the same offence.

The French Government has since banned the use of hexachlorophane in all hygiene products. The cause of the deaths was said to be because the talcum powder, by mistake, contained too much hexachlorophane. An inquiry into why the talc contained too much of the chemical is still going on.



Winner of the Maw's midwives £700 scholarship for 1972, Miss Margaret Powell (right), with Mr Duncan Mackintosh, managing director of S. Maw Son & Sons Ltd, and Miss D. M. Hawkins, president of the Royal College of Midwives. Miss Powell who is a work study officer for the Sheffield Regional Hospital Board plans to compare the procedures and standards of care provided for mothers and babies in different parts of Britain for the scholarship



## Scotland increases NHS course allowance

Approval has been given to new rates of subsistence, an increase in the mileage allowance and arrangements for the payment of locum tenens fees for pharmacists who attend courses provided under Section 63 of the Health Services and Public Health Act 1968.

Increases of 20 per cent in course fees payable to universities and colleges organising such courses have also been approved. The following allowances become effective for courses commencing during or after November 1972.

**Night subsistence:** For overnight absence covering a period of up to 24 hours, the actual expenses incurred subject to a maximum of £5.51.

**Day subsistence:** For absence from home or practice for more than 5 hours but not more than 8 hours £0.44; for absence for more than 8 hours £0.96.

**Travelling expenses:** Where a pharmacist uses his own car, mileage allowance of 2½p per mile will be payable for the shortest practical route between home and the place visited and an additional ½p per mile may be claimed for carrying a named pharmacist who is himself attending the approved course.

**Locum fees:** Payment towards the cost of employing a whole-time or one or more part-time locum tenens may be claimed up to £6.75 for each day that a pharmacist is necessarily away from his practice because of attendance at an approved refresher course. This figure is the maximum inclusive grant allowed and it must be clear that the pharmacist or chemist contractor concerned has actually paid a locum tenens.

## Free contraceptives for all, says Lords

Peers of all parties combined before Christmas to carry an amendment to the National Health Reorganisation Bill in the House of Lords authorising a completely free and comprehensive family planning service, including the supply of contraceptives.

The Government was defeated in the opposition amendment which was carried by 76 votes to 51, a majority of 25.

The Government is now faced with the dilemma of simply accepting the change to the Bill or of using its majority in the Commons to reverse the Lords decision.

Lady Llewelyn-Davies of Hastoe, moving the amendment from the Labour front bench, said many people felt it was wrong to have free NHS abortion and vasectomy but not free contraception.

Questioning Sir Keith Joseph's proposed distinction (last week, p887) between the free supply of contraceptives to those with medical and social needs and supply to others who will pay the full cost *The Times* asked: "How easy would it be in practice to distinguish those in social need?"

"It seems likely that the distinctions would have to be either arbitrary or fuzzy because in this context the very context of social need is not a precise one."



Senior management from Medicopharma, the Dutch pharmaceutical wholesale organisation, visited Crown House, Morden (Surrey) recently to inspect the Unichem computer installation. Mr John Thompson, head of Unichem management services (right) discusses the operation of the visual display unit, with some of the visitors

## £150 fine for supplying poisoner

John Bell & Croyden, 50 Wigmore Street, London, were fined £150 with £60 costs at Marylebone Court recently after pleading guilty to charges of unlawfully supplying poisons to Graham Young, who was sentenced to life imprisonment in July for the murder of two workmates and the poisoning of four others.

The company was charged on summonses issued by the Pharmaceutical Society under the Pharmacy and Poisons Act 1933, that on April 24 and June 5 it unlawfully sold the restricted poison antimony potassium tartrate, the purchaser neither showing a certificate nor being known to the seller; that they unlawfully sold the poison thallous acetate on June 5; that they failed to correctly enter the sales in the poisons register.

Pleas of not guilty on two charges of selling the drugs without supervision were accepted by the court.

Mr St John Howe, prosecuting, said on the first occasion Young, using the name of Evans, was sold antimony when he produced a letter on Bedford College, University of London, headed paper. It was supposedly signed by a professor stating that Young was a student who wanted the drug for laboratory tests.

In June, Young again went to the pharmacy and asked for the substances.

Mr Albert Kearne, the pharmacist, recognised Young and felt it was not necessary for him to have yet another note of recommendation. Young signed the poisons register, but the quantities were not put down.

Mr John Pettitt, defending, said that a week before Young first purchased the drugs he had been told by the pharmacist that he must have a certificate. He said that it seemed to him fairly likely that if Young has tried to, he could have got a certificate instead of just a letter.

"Young is a highly articulate and clever person and knew that John Bell & Croyden was the place for him to buy the poisons. He had decided he wanted them and I doubt whether anything would have stopped him getting them."

Mr Pettitt said that Mr Kearne, perhaps wrongly, felt that the headed letter from Bedford College was enough to show that Young was the right sort of person to have the drugs.

John Bell & Croyden were fined £40 on each of three charges of selling the poison and £15 on each of the two charges of failure to enter in the poisons register. Under the Act the highest fine that can be imposed for such offences is £50.

## Royal Commission study drug claims

Lord Pearson is to head a Royal Commission to study the question of civil liability and compensation for personal injury, the Prime Minister announced recently.

Mr Heath said the Government had been considering proposals for an inquiry, which were particularly relevant in the light of the report of the Robens Committee on safety and health at work and in connection with the recent concern over the thalidomide cases.

The Commission will have the following terms of reference: "To consider to what extent, in what circumstances and by what means compensation should be payable in respect of death or personal injury (including ante-natal injury) suffered by the person—in the course of employment; through the use of a motor vehicle or other means of transport; through the manufacture, supply or use of goods or services; on premises belonging to or occupied by another, or otherwise through the act omission of another where compensation under the present law is recoverable only on proof of fault or under the rules

*continued on p910*



Continued from p909

of strict liability, having regard to the cost and other implications of the arrangements for the recovery of compensation, whether by way of compulsory insurance or otherwise."

The Royal Commission will also have to consider the question of liability for injury suffered through the manufacture, supply or use of. The Commission will thus be able to consider the principles governing the award of compensation for injury caused by the administration of a drug such as thalidomide, though no recommendation would have retrospective effect.

## 'Free films' the most popular promotion

The free film offer was 1972's most popular promotion from the manufacturer's standpoint, according to Mr Tom O'Leary, chairman of the Sales Promotion Executives Association.

Speaking at a meeting of the Association last month, he said there had been "a glut" of such offers, the promoters including: Heinz, Reckitt & Colman, Kellogg's, Tate & Lyle, Carnation, Smedley and many more. "Indeed competition became so great that the film companies and developing services entered the race and went direct to the consumers themselves. Some Thursdays, my day for a call from Circular Distributors, I was faced with four free film offers. We seem to be getting more original as the years go by."

Up to the end of September, the number of promotions had increased by 9 per cent, said Mr O'Leary. But more manufacturers were moving towards the straightforward reduced price offer, and if reduced price offers were excluded promotions were 6 per cent down on the previous year's figure. Whilst still declining in numbers, self-liquidating premiums were the second major promotional activity, with free mail-ins next most popular. Coupons showed a 50 per cent growth, and competitions had made a comeback. An increase in multi-pack offers was also noted.

## Ulster News

There is still time for members of the Pharmaceutical Society of Northern Ireland to book for a series of eight post-graduate lectures on "Recent advances in the pharmacology of drugs."

The programme is as follows: January 10, Drug interactions part 1 (Professor P. F. D'Arcy); January 17, Drug interactions part 2; January 24, Adverse reactions to drugs (Professor P. C. Elmes); January 31, Bronchodilator drugs (Dr J. G. Shanks); February 14, Oral contraceptives (Mr P. S. Collier); February 21, Problems with corticosteroids (Professor P. C. Elmes); February 28, Future developments in drug design (Professor P. F. D'Arcy).

The lectures will be held at the Medical biology centre, Lisburn Road, Belfast, at 7.30 pm. Course fee is £4 (no fee for pre-registration students). Applications to: Mr W. Gorman, Secretary, Pharmaceutical Society of Northern Ireland, 73 University Street, Belfast BT7 1HL.

# Purchase tax refunds: preliminary details

Preliminary details of the rebate scheme for dealing with unsold stocks on March 31 1973 which have borne purchase tax and which will attract VAT at the standard rate when sold on or after April 1 1973 have been issued for the guidance of traders.

Traders will be required to complete a claim form giving the following information:

- ☐ stocks of purchase-tax-paid goods on hand at close of business on March 31 allocated, as appropriate, between the three current rates of tax (11½ per cent, 18 per cent and 25 per cent) and the rebate claimed on those goods;
- ☐ stocks of purchase tax goods on hand at close of business on March 31 held on sale-or-return or similar terms;
- ☐ total stock (including goods not chargeable with purchase tax) on hand at close of business on March 31; this information need not be furnished when the amount of the rebate claimed does not exceed £500;
- ☐ closing stocks are shown in the financial accounts of the business for the preceding 2 years, or, if the financial accounts end on a date other than March 31, 3 years;
- ☐ on the basis of valuation adopted for the stocks figures (eg cost or selling price, tax-inclusive or exclusive);
- ☐ total amount of rebate claimed.

### April 30 deadline

Completed claim forms will need to be sent to the VAT Central Unit by the end of April. If revenue duties are reduced to take account of VAT somewhat similar information will be required for goods liable to those duties.

The total amount of the approved claim will need to be entered in the trader's first VAT return (Form VAT 100). It will be treated as input tax and together with normal input tax will be offset against output tax due, a repayment being made if appropriate.

Supporting evidence will not need to be sent with the claim. Records, working sheets, purchase invoices etc used as the basis of the claim should, however, be retained. Responsibility for ensuring the accuracy of the figures given for stock on hand rests upon the trader and it will be for him to satisfy the Customs and Excise that the methods he has adopted are satisfactory. However, it is not proposed to prescribe the use of any particular method. Where a trader's financial year ends on March 31 it will normally be possible for the information required for the claim to be based on similar procedures to those adopted for the purposes of audited accounts. Where accounts are not made up to March 31 the traders will normally have to base his claim either (i) on a physical

stock-taking as on March 31 or (ii) if he customarily uses computerised records or other satisfactory accounting methods to determine stock, on those methods. Where the trader does not have properly audited accounts, a physical stock-taking would be essential.

However, if the exigencies of the business make it impossible for stock to be taken on March 31 or the work cannot be completed in one day, there would be no objection to the trader taking stock on an earlier day, or over a number of days, if sufficient records of purchases and sales for the intervening period are kept to enable an accurate adjustment of the figures to be made.

It will not normally be necessary to relate goods on hand to the actual receipt invoices, but evidence of the amount of tax borne by the goods will be needed. Rebate will be calculated by reference to the three current rates of purchase tax. The normal method will be by reference to the supply invoices for the goods concerned, but if a trader is able to devise an accurate formula related, say, to tax-inclusive selling prices, this will be acceptable.

A notice setting out the detailed requirements of the scheme and a claim form will be despatched in February 1973 to VAT registered traders likely to be interested.

## Appointments

**Ward Blenkinsop & Co Ltd** have appointed Mr P. M. R. Gibson to the board as from January 1, 1973.

**Elgastat Accessories Ltd**, have appointed Mr Michael J. Veasey as their marketing manager.

**Gillette Industries Ltd**: Mark Gibbon, previously sales promotion manager, has been appointed western regional sales manager. He replaces John Ryan who has been promoted to field sales manager.

**Smith & Nephew**: Mr P. D. Waine, the present works director of T. J. Smith & Nephew Ltd, has been appointed to the board of T. J. Smith & Nephew (Holdings) Ltd (Elastoplast division), with effect from January 1, 1973.

**Norgine Ltd**: Mr Frank H. Leonard, MPS, at present director and general manager of M.C.P. Pharmaceuticals Ltd, joins Norgine Ltd on January 1, 1973 and will become managing director on May 1, in succession to Mr Peter Jones. Mr Jones, while relinquishing his executive responsibilities, will retain his connection with the company as chairman.



## News in brief

The general index of retail prices in November was 169.3 (January 1962=100) compared with 168.7 in October.

Pharmaceuticals were mentioned in a list of products for which the rate of value added tax is being reduced in France.

Prescriptions dispensed in Northern Ireland during September numbered 870,519 (555,848 forms). Total cost was £839,913, an average of £0.9648 per prescription.

In England during August, 19,504,069 NHS prescriptions were dispensed (12,462,888 forms). Total cost was £16,992,104, an average of £0.87 per prescription.

Manchester Regional Hospital Board recently agreed that the regional-pharmacist Mr N. Blacow, could accept a post as honorary lecturer in hospital pharmacy at Manchester University.

Following their recently completed VAT national exhibition tour, Lamson Paragon Ltd have announced plans for staging a further 21 exhibitions, from Swansea to Edinburgh, during the period January 2-March 1 1973.

The Distillers Co Ltd have granted the University of Glasgow £84,000 for the formation of an alcoholism research unit. Some work has already been started on the subject there, particularly on the association between the abuse of alcohol and deliberate self-poisoning with an overdose of a drug.

The Purchase Tax (No 1) Order 1972 came into operation on December 9, consolidates the list of drugs and medicines which were free of purchase tax on November 15. Copies of the Order, published as S.I. 1972 No. 1745, are obtainable from HM Stationery Office, price £0.13½.

The House of Commons has given a formal first reading to a private member's Bill presented by Mr Patriek Cormack, the Weights and Measures (Unit Pricing) Bill. It seeks to give power to the Secretary of State to require that goods should be marked with the price per unit of measure. The Bill is due to receive its second reading on February 9.

Fifteen people have been sentenced to death on Pemba, the northern island off Zanzibar, for smuggling cloves. Unless the sentences are commuted they will be publicly executed by firing squad. Cloves account for more than 90 per cent of the island's exports and it is estimated officially that Zanzibar has lost nearly £2.8m through smuggling in the last two years.

# Topical reflections

BY XRAYSER

## Marley's ghost

CHRISTMAS has always been a time for surprises. A courteous "Good morning" in tones reminiscent of the late P. F. Rowsell brought my head up from the prescription desk and there, in all his accustomed dignity, stood Dr Marley—Habakkuk to his friends, I believe, though I have never taken the liberty.

I had not seen him for some time, for he had retired from active practice. He informed me that he was acting locum tenens in the area, and I immediately tried to remember where I had put the lithium hippurate, the ammoniated tincture of gualiacum, the saccharated carbonate of iron and the squill bulb which he had been wont to compound into a pill with digitalis and pil. hydrarg. He was not quite on his old stamping ground, and I suspected that he might be experiencing difficulties in the pharmacy close to where he was now practising, just as I should not have been surprised to learn that its young, thrusting, aggressive owner might be finding himself in deep waters.

All of that flashed through my mind almost in the time it took to shake hands. I soon discovered that the visit was not solely to inquire after my health. "Look here, my boy," he said—I have always been his boy, although there are now silver threads among the gold—"Have you any buchu leaves?" I glanced furtively at a top shelf labelled irreverently "Marley's Museum" and saw a beautiful shop-round clearly marked Fol Buchu, hoping at the same time that his eye would not stray in that direction. He expressed satisfaction.

"I like the 'recens', " he said: "I never had any faith in the new-fangled concentrated infusions. I visited the pharmacy near to my consulting rooms—at least, I think it was a pharmacy. I had been directed there and a brightly lighted sign seemed to indicate that that was what it was. But the young pharmacist looked a little confused when I asked him to make a mixture with fresh infusion of buchu. I produced the prescription signed in my usual way—H. Marley—and he asked me politely if 'H' stood for Hippocrates." It seemed to me that the first round had gone to the up and coming adviser on drugs.

## The aftermath

I met my pharmacist colleague some weeks later. The dynamism had gone, the thrust and confidence were lacking, and he was taking chlordiazepoxide. It seemed that, although he had scored a point in the first encounter, the venerable physician had gradually forced him on to the ropes, and only the return of the local doctor had saved him from a complete knockout. Had I, he asked, ever heard of koussou? Or *Haematoxylon campechianum*? Or *Rhus toxicodendron*? Or grains of Paradise? Marley had wanted to take some home for his pigeons.

I gathered that the morning appearance of the old man had caused increasing alarm and despondency. But it was pleasant to see him again and to find that the hand had not lost its cunning at the pill machine, and a pleasant aroma of buchu was all-pervasive for a day or two. I said to my colleague that we would never look on his like again. "I hope not," he said fervently.

## Deaths

**Abernethy:** On December 5, Mr William Abernethy, MPS, 34 Norfolk Road, Aberdeen. Mr Abernethy qualified in 1912 and for 40 years was in business in Alness, Ross.

**Flach:** On December 18. Mr Gabriel Frederick Flach, 140 Falkland Road, London,

N8, aged 83. Mr Flach was director of Joseph Flach & Sons Ltd, for over 50 years, and chairman of the war-time Culinary Herb Importers Committee.

**Lawrenson:** On December 1, the result of a road accident, Mrs Elsie Frances Lawrenson, BSc, MPS, 90 Taymount Grange, London SE23. Mr Lawrenson qualified in 1928.



# New products and packs

## Over-the-counter medicines

### Larger Panadeine Co pack

A 24-tablet pack of Panadeine Co (£0.36) has been introduced by Winthrop Laboratories. The plastic slide pack, says the company, will fill the need expressed by many chemists for a pocket or handbag pack larger than the 10-tablet size already available (Winthrop Pharmaceuticals, Winthrop House, Surbiton-upon-Thames, Surrey KT6 4PH).

## For hospital use

### Disposable wound closure

A wound closure system which is simple, speedy and reduces the risk of permanent scarring, has been developed by ICI pharmaceutical division and a consultant at the Royal Infirmary, Liverpool. The technique is based on the use of stainless steel clips which hold together the edges of a wound and do not generally penetrate the skin.

The surgeon applies the clips with the Avlox 18 applicator, a plastic instrument operating on a simple press-and-release mechanism which expels and simultaneously closes the clips. It is spring-loaded with 20 clips. An integral part of the system is the Avlox remover, a one-piece nylon moulding which has a tip designed to fit the flanges of the stainless steel clips. In effect, the surgeon simply lifts the clips from the skin. Both the applicator and the remover are supplied sterile, ready for use, and are disposable. (ICI Pharmaceuticals Division, Alderley Park, Cheshire).

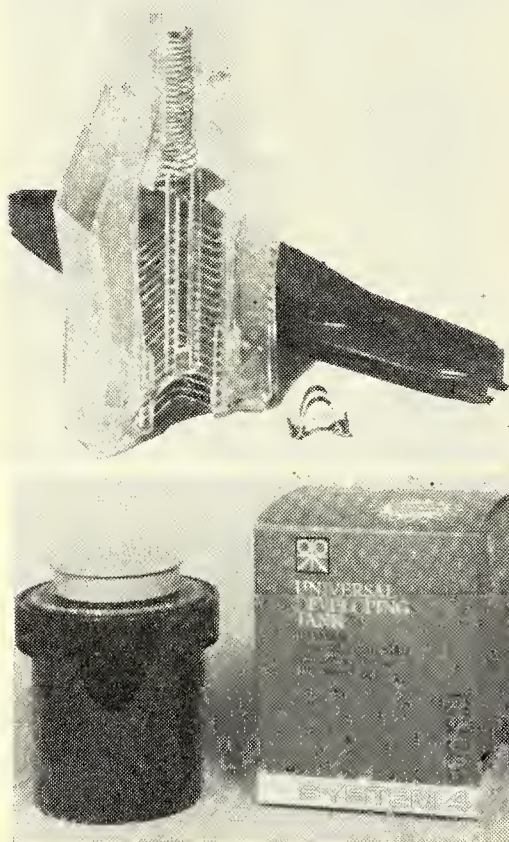
## Photographic and optical

### Addition to microscope range

An addition to their range of miniature pocket microscopes has been introduced by Northgate Instruments. It is a measuring magnifier (£2.75) with 10X magnification. The unit gives a flat field of view with a built-in wide field scale sub-divided into 0.1 mm. Focussing is controlled by a knurled ring and the total field of view is 15mm in diameter with a lens aperture of 17mm. Dimensions are  $1\frac{3}{4} \times 1\frac{5}{8} \times 1\frac{1}{2}$  in. (Northgate Instruments Ltd, 19 London Road, Gloucester).

### Improved universal tank

In the Paterson System 4 range of developing tanks the Universal model was designed to hold one 35mm, 126, 127, 120 or 220 film. The body has been lengthened slightly to accommodate an extra spiral enabling two 35mm or 126 films to be processed at the same time. One spiral is supplied with the tank and by purchasing another the user can process two 35mm or 126 films together, thus broadening the



scope of this tank (£2.13). To distinguish the new model there is a small change in the carton. The white band incorporating the wording "System 4" is now around the bottom of the carton and the wording on the side of the carton describes the additional facility. (UK distributors—Network Technical Distributors Ltd, 335 Hendon Way, London NW4).

## Prescription specialities

### BENYLIN PAEDIATRIC

**Manufacturer** Parke, Davis & Co, Usk Road, Pontypool, Mon NP4 8YH

**Description** Red coloured syrup containing in each 5 ml diphenhydramine hydrochloride 7mg, sodium citrate 28.5mg, chloroform 11.25mg and menthol 0.55mg

**Indications** Relief of cough and its congestive symptoms

**Dosage Children:** 1 to 5 years, one 5ml spoonful. 6 years and over, two 5ml spoonfuls. To be given every three hours or as directed.

**Precautions** May cause drowsiness. If affected patients should not drive or operate machinery

Packs Of 500ml (0.65 trade) and 2.25 (£2.30). **Supply restrictions** P1, S7  
Issued January 1, 1973

### FUCIDIN CAVIJECT

**Manufacturer** Leo Laboratories Ltd, Hayek Middlesex

**Description** Sterile single-dose applicator containing fucidic acid 2 per cent in a water-miscible base.

**Indications** Cutaneous abscesses

**Contraindications** Infections caused by non-susceptible organisms such as *Pseudomonas aeruginosa*

**Method of use** Abscess should be incised and carefully curetted. Cavity is filled with Fucidin Caviject and a dry dressing applied

**Precautions** Systemic use of antibiotic must be considered if there is evidence of infection spread, or in elderly, diabetic or debilitated patients

**Side effects** Hypersensitivity reactions rarely

**Storage** In a cool place

**Pack** Applicator with flexible nozzle (£0.33 trade)

**Supply restrictions** TSA

Issued December 1972

### New dosage form

Geigy announce that, as from January 1, 1973, a 10mg Anafranil capsule will be added to the existing Anafranil product range. Each pack contains 100 capsules (£1.18). It has been shown that a dose of 3 Anafranil 10mg capsules daily is frequently adequate for the treatment of the average depressed patient encountered in general practice; but in more severe depressions the 25mg dose continues to be the standard treatment unit (Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire, SW10 2LY).

## Notes on new Medicaments

### Velosef

**Chemistry:** 7-[D(-)-2-amino-2-(1, 4-cyclohexadien-1-yl) acetamido]-3-methyl-8-oxo-5-thia-1-aza-bicyclo-(4.2.0.) oct-2-ene-2-carboxylic acid.

This new antibiotic, also known as cephradine, is closely related to cephalaxin, with the terminal phenyl group of the latter replaced by a cyclohexadienyl group. Cephradine, in common with other cephalosporin derivatives, is active only against multiplying cells. The range of antibacterial activity extends from the Gram-positive organism to Gram-negative pathogens such as some species of *Salmonella* and *Shigella*, but it does not include *Pseudomonas aeruginosa*.

Preliminary trials have shown that the drug is acid-stable, and is well absorbed when given orally, it reaches peak levels in the blood within one hour, with almost complete excretion in the urine in about six hours. The degree of protein binding of cephradine is low and reversible, so that the drug has a high bio-availability.

The drug has promise in the treatment of a range of infections, and reports have appeared on its successful use in intestinal infections due to *Salmonella* and *Shigella*.



# Trade News

## Scholl's spring range

The spring range of clogs and sandals is now available from Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH. T-bar is a new style sandal that comes in plum-coloured suede with contrasting stitching. Clog, in denim-blue suede, has adjustable strap and is also available in grain leather in white and several other colours. There is also a two-strap sandal in cognac-coloured suede with contrasting stitching which is also available in navy-blue grain leather. All three styles (£5.45) have a beech-wood base and micro-cellular rubber sole. Uppers are treated with Scholl suede protector spray to resist rain and stains.

## Kerfoot prices

Although their November price list was published by Thomas Kerfoot & Co Ltd, Vale of Bardsley, Ashton-under-Lyne, before the Government price freeze the company have decided to enter into the spirit of the adopted national policy by voluntarily cancelling the increases, but maintaining the reductions effected by that list, copies of which are available from the company.

## Discontinued preparations

Due to small demand for the pack sizes, Schering Chemicals Ltd, Pharmaceutical division, Burgess Hill, Sussex RH15 9NE, have discontinued Controvar in packs of 500 tablets and Scheriproct ointment in 10g tubes, packs of 50. These products continue to be available in the alternative listed pack size, also the following products "are completely discontinued" Primodian tablets. Supply of these preparations will continue while stocks remain.

New point-of-sale display tower for Sinex nasal spray from Richardson-Merrell Ltd, 20 Savile Row, London W1



## Clarkes distribution change

The distribution of the Clarkes range of products has been taken over by Halas Laboratories Ltd, Thorpe Arch Trading Estate, Boston Spa, Wetherby, Yorks. The Lincoln & Midland Counties Drug Co Ltd who have been concerned with the range for 100 years have found that due to other commitments they were unable to actually market and promote the products.

## German tablet presses

W. J. Hart & Sons (London) Ltd, 212 Putney Bridge Road, London, SW15 2NF, announce that they have been appointed from January 1 1973, sole sales and service agents for Emil Korsch Maschinenfabrik, Berlin manufacturers of tabletting presses. The company have been designing these machines for 50 years. They manufacture single and multi-head tablet presses for granules and powders and other special equipment.

## Dispensing pack

The bronchodilator based by Astra Chemicals Ltd, King George's Avenue, Watford WD1 7QR, Bricanyl is now being offered in a dispensing pack of 500 tablets (£7.00).

## Bonus offers

E.C.M. Laboratories Ltd, 226 High Street North, East Ham, London E6 2JE. PRO-HYD 50. 12 invoiced as 10 (until January 31, 1973).

# on TV next week

**Alka-Seltzer:** All areas  
**Askit powders:** Sc, G  
**Brylcreem:** All areas  
**Buttercup syrup:** M, Lc, Y, B  
**Close Up:** All areas  
**Famel cough syrup:** Ln, M, Lc, Y, NE  
**Macleans toothpaste:** All areas  
**Sunsilk hairspray:** All areas  
**Vicks Sinex:** All except U  
**Vosene shampoo:** All areas

# High Profits with High Potency Blakoe Vitamin E

Blakoe Vitamin E – attractively packed in convenient counter display outers – provides YOU with a fast selling, high quality product.

TRADE RETAIL				
Blakoe Vitamin E (High Potency)	100 mg	100 tabs	70p	£1.10
Blakoe Vitamin E (Higher Potency)	200 mg	50 tabs	70p	£1.10
Blakoe Vitamin E (Higher Potency)	200 mg	50 caps	70p	£1.10
Blakoe Vitamin E (Highest Potency)	600 mg	15 caps	70p	£1.10
		32 caps	£1.43	£2.15



Further information available from



**Blakoe Limited,**  
229 Putney Bridge Road, London SW15



# Estate duty and the director

by Peter Miller

One of the serious difficulties in connection with estate duty levied at death is that it is chargeable on the capital value of all assets—even though one's family may not wish to realise them, or may experience difficulty in realising them. For instance, a substantial proportion of the capital of a director of a private company is likely to be in assets such as shares in the company, his own house, and so on. It is important, therefore, to make sure, in advance, that sufficient liquid funds will be available at death to meet the estimated duty. Otherwise, if assets have to be realised, it is clear that, in some way, the future of the company and the family will be prejudiced.

It is generally agreed that, for a young man, one of the best methods of tackling the need to have liquid resources at death is to arrange a whole life policy on a trust basis. In this event, provided the premiums count as "normal expenditure" of the director, no duty should be payable at death. Briefly, to qualify as "normal expenditure" (and no ruling will be given by the Revenue until after death, when it is too late to make changes), premiums must have been made from income and the living standard must not have dropped.

## Special rules

Where premiums paid into a Married Woman's Property Act or other trust policy do not qualify as "normal expenditure", there are special rules for calculating the estate duty liability in connection with the proceeds from the policy. Briefly, for estate duty purposes, each premium which has been paid is considered to have secured a proportionate part of the benefits being paid by the insurance office. Having established the average benefit per premium, this is considered to have been a gift of rights under the policy.

It is only the "gifts" made during the seven years prior to death which are added into the estate for duty purposes. Even then the usual reductions are allowed. For instance, the whole of the "gifts" made in the four years preceding death would be added back into the estate, 85 per cent of the figure for the fifth year, 70 per cent for the sixth, 40 per cent for the seventh.

Useful as that kind of arrangement may be, the position is not so easy for a director over the age of, say, 50 or so. For him, higher premiums will have to be paid. If he is paid higher director's fees by the company, this will merely push him higher up the tax scale. Thus comparatively little of the extra money paid to him by the company can be used to purchase life assurance.

Fortunately, there is a unique tax and duty saving scheme, known as death-in-service cover which can be used. The im-

portant point about this type of contract is that, while it is extremely advantageous at the moment, it is available only until April 5, 1973. The reason for this is that, under the provisions of the Finance Act 1970, as varied by the Finance Act 1971, any payments made after April 5, 1973, into a death-in-service scheme which starts after that date will be assessed to tax on the director concerned. If, however, a scheme is started before that date, there will be no such tax disadvantage until 1980. Then, it is proposed that such payments will be assessed to tax on the director. This means that, provided a scheme is arranged in good time, there is a reasonably long premium payment period. Nevertheless, there is no necessity for premiums to be paid for that length of time. They will be met by the company, and there is no reason why they should not be paid for, say, two or three years, after which the policy can be converted to a paid-up basis.

The practical effect of this arrangement is that although the premiums are paid by the company, they do not affect the individual director's tax position. The fact that the company cannot set off the premiums against profits for Corporation Tax purposes need not be particularly serious in view of the other tax advantages to be gained from this type of scheme.

It is important that the company's accountant should be consulted, so as to make sure that the payment of premiums in this way will not result in a short fall assessment.

## Life assurance

The policy taken out by the company will be whole life assurance, arranged on the life of the director under a trust created for the benefit of his wife, children and dependants if he should die while in the service of the company. The proceeds of the policy will be made available immediately on death for the benefit of his family. Clearly, therefore, they can be used to provide the funds needed to meet the duty liability on a shareholding and other assets assessable to duty at death.

The estate duty position is that, where the director does not have a controlling interest in the company, the proceeds will be payable entirely free of duty. If, on the other hand, the director is capable of exercising control over the company by virtue of voting or other rights within seven years of his death, some part of the proceeds may be dutiable if a premium is paid by the company during that period.

To illustrate the position where a director owns more than half the shares, one can take the case of a director owning 60 per cent of the shares. In this event, 60 per cent of the proceeds would be treated in the same way as a trust policy, outlined

above. This means that, if no premiums had been paid during the seven years before death, no duty would be payable.

There are plenty of other considerations which will have to be taken into account in determining the optimum shareholding. In practice, with the last premiums for this type of contract being payable in 1980, and with companies having the right to pay only a few annual premiums, it is quite possible that no premiums may be paid in the seven years preceding death.

In the unlikely event of a director being unacceptable for an annual premium policy on health grounds, probably an equity-linked or property-linked single premium contract could be arranged.

## Obtaining expert advice

If contemplating a scheme of this type, it is important to obtain expert advice. Few life assurance brokers have made a study of this specialist sphere. An exception is Towry Law & Co Ltd. This firm makes the point that various aspects need to be watched. For instance, whilst it is true that a company may insure the life of a director or key employee on a temporary assurance basis, generally this type of cover will be inappropriate. For instance, a director is most likely to die after normal retirement age. In view of this, whole life assurance is likely to be of much greater practical use than temporary assurance which might cease at normal retirement age. Clearly, the need for some type of cover continues right up to the moment of death. For this reason, it is essential that the company's Memorandum and Articles of Association should give the company specific powers to insure the lives of directors and employees; also, there should be no enforced retirement age.

The brokers point out that, even if the individual's executive abilities become impaired, it is understood that the Revenue does not object to the continued provision of death-in-service benefits, provided the company continues to pay the individual some form of director's or consultancy fee.

One aspect which is not always appreciated is that a director for whom arrangements of this type are made is ineligible to pay premiums towards a "self employed" pension contract. Such a contract has the advantage that, within certain limits, full relief for tax may be claimed on all premiums. Furthermore, when the pension commences a proportion of it can be exchanged for a tax-free cash sum. The loss of this right to effect such a contract may not be particularly serious since, as mentioned, fees will continue to be paid to a director until death. Furthermore, the benefit secured by previous premiums will not be lost. Single premium contracts will not be affected, and those where level premiums are payable annually (or more frequently) will be converted to paid-up.

There is no doubt that this type of scheme can offer considerable advantages, especially for directors in the higher tax brackets. As mentioned earlier, however, these advantages are only available if a scheme comes into effect before April 5, 1973. If started after that date, any premiums paid by the company under such a scheme will be taxed as income of the director, although a limited amount of tax relief may still be available.



# Chemist & Druggist

## INDEX

Vol 198 July to December 1972

25 New Street Square, London EC4A 3JA 01-353 3212



# Chemist & Druggist

## INDEX Vol 198 July to December 1972

**A**

Abbott Laboratories Ltd. Ferrogradumet 603, Hollister booklets 504, products 840, Erythrocin tablets 596

Abdine Ltd. powder packs 186

Adcock, W. J. pharmacy centenary 631

Aerosols International Ltd. appts. 37, Reorganisation 888

Agfa-Gevaert Ltd. exhibition in Belgium 678 presentation, illust. 129

Aims of Industry, small firms and their problems 94

Aladdin Industries Ltd. Concorde range 599

Alberto-Culver Co. annual sales conference, illust. 688, Balsam 269, 771, bonus offer 261, re-designed can 840

Albright & Wilson Ltd. Albright Scale Away 11, Calgon relaunch 143, new industrial chemicals division 36, appt. 888

Alderton, R. T. news 802

Allen and Hanburys Ltd. bonus offer 261, Hallborange tablets campaign 372, 468, malt extract with cod liver oil 540

Almay Cosmetics. new shades of make-up 69, special sizes 893, Double decker 637

Alo Cosmetics Ltd. sales campaign 41

Alter, L. B. correa. 313

Ambrosium Health Foods Ltd. slim plan Ambrosium campaign 306

American Cyanamid Co. accounts 356, appt. 669

Analgesics or antussives. repeated doses 130

Andard-Monnet (London) Ltd. progesterone derivatives 69

Andre Philippe Ltd. consignment concession 69

Animal experiments. report 298

Animal medicines. control 887

Antibiotics. recent developments in. art. 203, 282, 314

Antibiotics and Vitamins Ltd. bonus offer 139, 696, move 6, Omega-H3 304

Antigen International Ltd. sales mission 718

Apothecaries in the Great Plague, Xrayser 365

Apothecary to Pharmacist. Andorra, Lichtenstein, Monaco, San Marino, Vatican City 478

Appeals for a pharmacy 296

Approved Prescription Services Ltd. bonus offer 469

Arcoide Ltd. UK representatives for Rumania 328

Arden, Elizabeth Ltd. appts. 7, autumn eye collection 69

Armour Pharmaceuticals Co. Ltd. appts. 37

Aronde Laboratories Ltd. sunscreen 12, pouchette sales 40

Ashe Chemicals Ltd. accounts 266, setting lotions 466

Aspirin feature illust. 189, and the prostaglandins, illust. 196, paracetamol combination 73, warning cards 627

Aspro Nicholas Ltd. advertising on buses 70

Associated British Maltsters Ltd. bid for Glovers (Chemicals) Ltd. 463, 691, report 718

Associated Chemists (Wicker) Ltd. annual meeting 630

Association of the British Pharmaceutical Industry. annual report 200, committees reorganised 802, co-operation with Hungarian Chamber 179, industry week 495, national opinion poll 470, PRO activities 365, report to Labour Party 62, visual arts in medicine 634

Association of Pharmacy Technicians. abuses in prescribing 62

Astill, T. P. people 301

Astra Chemicals Ltd. Bricanyl pack 913

Attenburrow, Ellen. people 464

Australia. approach to prescribing 20, demand for analgesic sale restriction 326, Institute of Marine Pharmacology 380

Automatic label monitoring. 614

Ayerst Laboratories Ltd. Premarin name change 722

Ayrshire Executive Council. Dregthor pharmacy 534

Ayrton Saunders & Co. Ltd. appts. 37

**B**

Babycare Supplement. Sept. 9

Baby foods. lead content 33, tins 179

Baby Relax Ltd. Baby seat improved 809

Barbiturates. abuse of 63

Barclay & Sons Ltd. changes 427

Barclay Securities Ltd. accounts 591

Barveld, J. C. appt. 266

Bayer Aktiengesellschaft (Bayer AG) accounts, 328, 836, new name for Farbenfabriken Bayer AG 182

Bayer Pharmaceuticals Ltd. bonus offer 40

Beatson Clark & Co. Ltd. export dispatch centre 630, interim 691

Beauty Business. perfume competition Oct 28 supplement 12, winners 893

Beauty Business. Supplement Sept. 2, Oct 28

Beauty magazines. 69

Beauty Without Cruelty Ltd. bath sachet 466

Beecham Ethical Distributors. Brocillin 603

Beecham Group Ltd. Accounts 759, collaboration with Hungary 863, price maintenance 494, Queen's award 6, resale price maintenance 590, Russian exchange 888, statement on research 182, takeover bid for Glaxo Group 32, 36

Beecham Products (UK). and Carrefour 862, bonus offer 638, Bristows shampoo 41, Brylcreem 600, consumer offer 10, 304, 638, Falcon 302, 338, foaming, liquid bath additive 598, Germoloids tissues 186, headache tablets 466, Horlicks competition, 226, Macleans to dentists 70, Macleans TV advertising 771, Silvikrin 70, 372, 396, 430, 431

Belgian paracetamol and phenacetin restrictions 462, state of pharmacy 817

Bell & Howell Ltd. appt. 396, 837, distributor 890

Bellair Cosmetics Ltd. appt. 837

Bellington, F. A. Ltd. acquisition 394

Bencard. Aserbine in tubes 306

Benjamin, I. S. correa. 76

Benn, Glanville. correa. 401

Benorylate. Brit. Med. Jnl. report 365

Benson's Hosiery Ltd. distribution centres 469

Berk Pharmaceuticals Ltd. computer systems 349, Interfran Product Management Ltd acquisition 36, new Econopen pack, 226, unfilled Primperan tablets 306

Bingham, Dr. K. D. people 693

Biopharmaceutics. Hospital Pharmacy Forum 345

Biorex Laboratories Ltd. Queens Award, illus. 631, 633

Black, Ald. H. H. sold business 803

Black, N. Manchester University honorary post 911

Blood pressure machines 4

Bodkin, E. J. Ltd. Ironplan in Elre 338

Boehringer Ingelheim Ltd. Alupent expectorant 762, Preludin Tablonets discontinued 469

Books received. American drug index 1972 895, Indian pharmaceutical guide 873, Marine chemistry, Vol. 1 second edition 687, Thalidomide and the power of the drug companies 873, World patent law and practice. Third cumulative supplement 76

Book reviews. An index of adverse reactions to drugs 733, Businessman's guide to value-added tax 110, Challenging years—My life in chemistry 733, Chemical industry: social and economic aspects 687, Clinical guide to undesirable drug interactions and interferences 687, Gaddum's pharmacology 605, Glass and British pharmacy 207, Guidelines for the redundant manager 733, How to do business in branded goods 75, IARC monographs on the evaluation of Carcinogenic risk of chemicals to Man 343, Martindale—The extra pharmacopoeia review 144, Xrayser 186, Medical aspects of home hazards 612, On your head 687, Pharmaceutical and cosmetic firms, USA 343, Predictive toxicometrics 916

Boots Ltd. annual statement 6, A.G.M. 129, appointments 769, bonus offer 338 careers for graduates 254, French range of Vichy products 40, honorary president 761, Ivax 139, takeover bid for Glaxo Group 32, 36

Boro' Laboratories and Appliance Co. Ltd. Beta-Quest aprons 167

Borthwick, A. J. business acquired 464

Bouscarle, R. E. and Sons Ltd. wines 239

Bowater Paper Corporation Ltd. acquisition 630

Bowater-Scott Corporation Ltd. Andrex 101, 260, 723, appt. 717, Babettes 467, 638, Fiesta promotion 469, promotion 540, 638, Scottowels 762

Box and Drivers Ltd. A.J. bonus offer, 261, burglary 666, distribution rights for Enterosan 261

Breen, Gerald P. people 693

Brew It Yourself Ltd. mini-balance 232

Bridge, C. C. people 761

Brillo Manufacturing Co. of G. Britain Ltd. extension 299

Bristol Laboratories Ltd. bonus offer 431, Kantrex batch withdrawn 696, Mead Johnson range 269, new pack for Angiers 469, Philippines disaster aid 365

Bristol-Myers Ltd. appt. 837, bonus offer 431, Clairol hair shades 368, enlarged UK region 863, Nutrament new flavour 762

Bristol police. scale stolen 461

British Cod Liver Oils (Hull) and Grimsby Ltd. display units 431, products for Olympic team 261

British Disinfectant Manufacturers' Association. 1971 report 94

British Dyewood Co. Ltd. appt. 428

British Medical Association. drugs report 32, meeting 616, report by Association of Pharmacy Technicians 62, representatives meeting resolutions 178

British Medical Journal. Benorylate 366

British Dental Health Foundation. tooth timers 867

British National Formulary. revised list of proprietaries 96

British Pharmaceutical Conference. 1973 in London 451, 1973 science contributions 886, banquet 450, bookings 326, camera on Keele, illust. 412, conference badge 77, conference lecture 449, hospital pharmacists 4, Keele facilities, illust. 76, local committee 77, 365, opening sessions 392, 402, reminder 126, science committee nominations 177, science sessions 414, 478, timetable 376, Xrayser 395, 428

British Oxygen Co. Ltd. Sparklets Division 99, 239

British Society for the History of Pharmacy. appt. 60, conference 447, James Morison's pills 861, meeting 50, Xrayser 65

British Tissues Ltd. Dixcel after 187, promotion 600, Rupert Bear design tissues 809

British Weleda Co. Ltd. Olympic team 142

Brocades Great Britain Ltd. De-Nol viscosity 762, Brontina aerosol withdrawn 867

Brooklehurst, E. A. Ltd. presentation 630

Bronnley, H. & Co. Ltd. babycare packs 677, country herb range 11, powder sponge 302, Victoriana soaps for visitors 871

Bryant, B. C. therapeutic advances in 1972, 874

Bubble baths. cause of cystitis? 688

Burroughs Wellcome & Co. Linctified linctus 596

Burt, D. correa. 281

Business Monitor. toilet preparation sales 461

Business Questions and Answers. 23, 136, 349, 609

Butler, N. correa. 346

Bydand Ltd. accounts 328

Careers and education supplement 285

Carlton Industries Ltd. accounts 328

Carlton Laboratories (UK) Ltd. address for medical orders 299

Carmen Curler Co. Ltd. appt. 593

Carter Bros. home brew kits 241

Carters Tested Seeds Ltd. indoor insecticide 142, packaging change 189

Cellgrave Ltd. merger 630

Central NHS (Chemist Contractors) Committee. higher fees 426, Lanoxin claims 253, national salary claim 588, out of hours service 82, oxygen service 716, remuneration increases 126, 425, syrup dilutions (Xrayser) 670, urgent prescriptions 716, Xrayser 761

Cerrino, E. correa. 23, 896

Charles of the Ritz Ltd. Dior's nail enamels 269

Charvonia, D. A. correa. 200

Chemical and Allied Products Industry Training Board. training 7

Chemical Industries Association Ltd. statistics handbook 100, Tremcards 63

Chemicals Economic Development Committee. report 327, visit to Holland 808

Chemist & Druggist. research award 177, 451, telex number 299

Chesbrough-Pond's Ltd. Angel Face Pretty Naturals 842, Cutex Binklers range extended 698, packaging for Vaseline men's handdressings 771, Pretty Naturals 832, promotion 640, Vaseline hair range 598

Christmas Gifts. review 266, 281, 768

Christy, Thos. & Co. Ltd. Norman Hartnell Forever range 8, retirement of H. R. Duncan 366

CIBA-Geigy Chemicals Ltd. appt. 367, 464

CIBA Laboratories. Securitainers 11, Synacthen reformulation 762, tablet codes revised 100

City & Guilds of London Institute. dispensing technicians certificate 378

Clark, R. people 693

Clothier Committee Report. infusion fluids 78

Clowes, D. A. people 226

Cockburn & Co. Ltd. acquisitions 496, takeover bid 394, 591, takeover, alternative offer 630

Coleman & Co. Ltd. reorganisation 464

Colgate-Palmolive Ltd. Colgate relaunch 40, Rapid-Shave for men 260

Calmic Ltd. Ferronyn 8 follic 810

Colours for cosmetics. into Europe 773

Common Services Agency. circular 802

Committee on Safety of Medicines. annual report 627, oral contraceptives 628

Concept Pharmaceuticals Ltd. Laboratories Pierre Fabre 36

Consumers' Association. hot water bottles 631

Contactasol Ltd. Hydrosoak 721

Contact lens. warning 629

Continental Machines Ltd. autoclaves agency 12

Continental Wine Exports Ltd. grape juices 232

Contraception. can pharmacy afford to ignore? 103, oral contraceptives 20, paper by Dr. John Peel 34, physical methods, art. 106, point of sale, art. 109, spermicides, art. 104, steroid hormones, art. 107, the future, art. 108, training in schools of pharmacy, comment 111, H of L amendment 909

Contraceptives. "his and hers" 628

Cook, Professor Adrian M. people 889

Cooper McDougall & Robertson Ltd. nocturne air freshener 11

Co-operative pharmacy. Four weeks holiday application 185

Co-operative shops. Sheer Silk 40, special offers 842

Corliss, J. D. correa. 279

Correspondence. 24 hour service 613, advising the adviser 149, a famine 613, another counter cut 377, back payments 281, centre tactics 279, comic counter outs 313, compatibilities 346, competition? 432, contraception 281, contract survey 846, digoxin 'debacle' 241, discrimination? 241, doctors' dispensing 432, fire-retardant paints 200, first sanitary towel 814, foreign exchange 669, flykiller market 896, health service 814, hold it! 815, in singles, please 47, Irish VAT 814, 870, life savers 346, makers attacked 432, nationalisation 846, no expectorant 846, no room for inhibitions 281, nostalgia again 200, NHS superannuation 776, NPUM 846, oral

C

Cahill, J. people 367

Cahill P. C. & Co. new offices 464

Campbell R. V. portrait 834

Cardinal Ltd. Hoodwinks new packaging 466, range of bath additives 601



syrops 776, paper and checks 776, payment in kind 241, pharmacy union 846, planned—in part? 75, plea from Sunderland 200, please turn over 377, premises security 896, prescribers lapses 23, representation 470, rifle success 23, script records 896, strip packaging 614, tax absurdities 513, temptatio bonita? 47, thanks 559, 614, the ups and downs of pricing 23, timely 559, unenlightened 345, unprofitable 200, urgent dispensing 896, VAT and agents 845, VAT choice 433, VAT penalty 614, VAT policy 23, VAT seen from abroad 470, when is take-off? 313, "Which?" defended 432, woman power 513, working party 377, working party's sponge cake! 279

**Cosmetics preservative.** Dow Chemical Co. Ltd. 402

**Coty Ltd.** Bacchus bronzing withdrawn 431 Blush & Shine 38, lip conditioner 466, Duobase moisturiser 892, offers 893, lip "flicks" 66, lipstick and brush 38

**Coughs and Colds.** special feature 689

**Counter-Inflation (Temporary Provisions) Bill.** 715

**Cow & Gate Ltd.** Calculating calendar 867, new pack design 226, revised baby milk instructions 261, Trufood refund offer 41

**Cox, Arthur H. & Co. Ltd.** open day 495

**CPC (United Kingdom) Ltd.** Dextroel merchandiser 187, Gerber babyfoods 675 Gerber orange juice 99, peppermint Dextroel 677

**Crane, M.** people 96

**CRM (Cresols) Ltd.** ortho cresol plant 591

**Croda International Ltd.** buy etake in Glover (Chemicals) Ltd. 96, interim 428

**Crompton Parkinson Ltd.** pocket torch 767, re-designed Vldor HP battery 371

**Crookes Aneston Ltd.** address 464, bonus offer 722, Femfresh 41, Hermesetas 396, 540, Lacto calamine for Olympic team 142, New Dew 10, 892, Strepsils competition winner, illust. 665, Sweetex 70, 503

**Cupriol Ltd.** Mafu strip 762

**Cussons Group Ltd.** accounts 299, report 463

**Cussone Sone & Co. Ltd.** aftershave prices 306, Baby Bird 832, football promotion 337, Imperial Leather relaunch 9

**Cuticura Laboratoire Ltd.** hand cream offer 600, summer offers 142

**Cuxson, Gerrard and Co. Ltd.** free holidays offer 503, holiday closing 100, metric packs 866, new pack for Sylvia towels 675, purchase tax removed 139, Sylvia towels offer 600, Sylvia range repacked 890

**Cyanamid of Great Britain Ltd.** moving to Gosport 129

**Cyclax Ltd.** autumn collection 259, Neojuven travel pack 100, Christmas gifts 892

D

**Dales Pharmaceuticals Ltd.** ear plngs 678, Millophyline ampoules 261, 469

**Dalglish, David.** keeping script records 848

**Dana Sales Ltd.** fragrance spray with deodorant 38, toiletries for men 598

**Dangerous drugs.** more voluntary bans needed 908

**Daniel, H. E. Ltd.** Oleo resins 840

**Dangerous Drugs and Disabled Children Bill.** details 861

**Davie, E. J.** people 96

**Dawson & Bartos.** accounts 427

**D.D.D. Co. Ltd.** Perform hair set 368

**DDSA Pharmaceuticals Ltd.** Diazepam 469 Troplum capsules 139

**Deaths.**

**Abernethy.** 911

**Adam, G.** 717

**Adams, Mr. & Mrs. F. W.** 4, 7

**Anderson, A.** 428

**Armistead, A. F.** 865

**Balley, B. R.** 761

**Bobby, S. C.** 428

**Bradbury, G. D.** 185

**Brown, C. L. M.** 865

**Brown, R. L.** 301

**Bunning, E. J.** 37

**Camps, F. E.** 65

**Coates, S. B.** 7

**Couse, R.** 65

**Cowie, Miss M. J.** 301

**Cullen, M. J.** 367

**Dewar, H.** 805

**Dongan, P. J.** 65

**Drain, H. D.** 499

**Drain, R. H.** 462

**Duncan, J.** 37

**Erasmuson, J. W.** 635

**Flach.** 911

**Geddie, R. A. S.** 499

**Gordon, J. T.** 37

**Hamilton, D.** 717

**Hassard, W. A.** 837

**Jones, R. I.** 761

E

**Kerkhoff, W. J. D.** 367

**Klein, A. J.** 635

**King, J. M. B.** 499

**Lawrenson, 911.**

**Leddie, J. K.** 761

**Love, M.** 717

**McCarthy, M. J.** 635

**McCulloch, J.** 65

**Mitchell, W. S.** 395

**Murdoch, A. H.** 225

**Nicell, M.** 225

**North, L.** 395

**O'Connor, P. A.** 717

**Paige, F.** 395

**Phillips, Dr. M. A.** 635

**Pollands, Mrs. G. M.** 499

**Power, M. M.** 635

**Priestman, P. E.** 65

**Rae, A.** 185

**Robinson, Colonel V. O.** 717

**Rosenhelm, Lord.** 865

**Shaw, L. H.** 635

**Slattery, D. C.** 65

**Sousby, J. W.** 865

**Todd, J. G. J.** 717

**Tomblin, E. A.** 257

**Urquhart, R.** 301

**Wardie, R. E.** 805

**Wardman, R. W.** 428

**Wellwood, Miss E.** 889

**Wilbourn, L.** 761

**Williams, A. E.** 837

**Worth, G. P.** 395

**Young, R.** 395

**Debell, C. C.** people 96

**Decimo Ltd.** removal 394

**Decon Laboratories Ltd.** Dri-Decon 503

**Deeson Dr. A. F.** Face creams market 135, sanitary protection 737

**Dellax Ltd.** combine with Grosvenor Perfumery Co. Ltd. 36

**Dellax-Grosvenor Ltd.** Safari Park soaps 99

**Dendron Distributors Ltd.** Waterfall hubble bath, 66

**Dental anaesthetics.** warning 254

**Department of Education.** report 534

**Department of Employment.** family expenditure survey 461

**Department of Health and Social Security.** annual report 94, appt. 329, 428, 496, new sheets 499, VPR scheme 34

**Department of Trade and Industry.** Christmas packings 835, provisional index 426, trade drive in Florence 96

**Design Centre.** gifts 96

**Design Council.** courses for retailers 255

**Diamed Diagnostic.** Pal-A-Dex 767

**Digoxin.** uniformity of content test 627

**Dispensing doctors.** testing difficulty 296

**Dispensing fees.** Scottish 51

**Dista Products Ltd.** Distaigle tablets new flavour 678

**Distillers Co. Ltd.** results 95, Glasgow University grant 911

**Distillers Co. (Malt Products) Ltd.** DCL malt with cod liver oil BPO 762

**Distributive Industry Training Board.** annual report 546, enrolling trainers 666, emblem 887

**Dixon's Photographic Ltd.** accounts 299, Prinz instant load camera 810

**Doctors' registration fees.** news 802

**Domestic disinfectants.** report 94

**Dow Chemical Co. Ltd.** cosmetics preservative 402

**DRG Design.** disposable work hats, 167

**Draka Foam Ltd.** Drakaphyll 840

**Dreamland Electrical Supplies Ltd.** accounts 427

**Drug addicts.** in UK 462

**Drug misuse.** problem 644, Bournemouth counselling success 908

**Drug Tariff.** Scotland 534

**Drug & Therapeutics Bulletin.** pharmaceutical service 886

**Drugs.** Birmingham testing scheme 37, BMA report. 32, cannabis test in S.A. 62, patents, H. of C. 78, TV campaign considered 63

**Dublin pharmacies.** close 759

**Dunbee-Comber-Marx Ltd.** accounts, 256, 591

**Dunlop, Sir Derrick.** much over prescribing 615

**Dunnett, J. S.** retirement, illust. 805

**Duphar Laboratories Ltd.** Improved Infuvac 226

**Dylon International Ltd.** Batik kit 675

**Eastman Kodak Co.** appt. 837

**Eaton Laboratories.** enter UK 888

**ECM Laboratories Ltd.** bonus offer 913

**Edinburgh Chemists Golf Club.** dinner dance 667

**Edme Ltd.** lager wort 241

**Elbeo Ltd.** tights 467

**C. J. Electronics Ltd.** tablet monitoring 614

**Elga Groups.** appt. 464, 910

**Eli Lilly & Co. Ltd.** accounts 591, appt. 367, 428, sales profits record 129, hospital visitors 495, Keflex 40

**Elida Gibbs Ltd.** Close-up toothpaste sales 41, painting competition 41, relaunch of Cream Silk 678, Sunsilk 598, 600

**Empire Stores (Prodnce) Ltd.** acquired 836

**Entero Viormin.** not neurotoxic 325

**Ernst Leitz GmbH and Minolta Camera Co. Ltd.** share information 6

**Estee Lauder Cosmetics Ltd.** Aramis Xmas collection 637, Azuree 637, Performance creme 832, Re-Nutriv lipstick 335

**Ethichem Ltd.** sole distributors 840

**Europe, into.** Belgians example 545, OTC industry 476, principle 512

**EEC Pharmacy Group.** NPU representative 82, Irish pharmacies 4

**European Economic Community.** Belgians example 545, business stationery 531, Court of Justice, decision 96, draft directive, pharmacy distribution 666, drug and medicine patents 862, London briefing 493, NPU undecided 629, OTC industry 476, PSGB council committee 899, self medication in 728, X-ray 96

**European Machine Systems (Harland Group).** seminar in Copenhagen 299

**Eustace-Pedlar.** people, 367

**Evans, Clifford.** tribute 494

**Evans Gray & Hood Ltd.** new premises 717

**Evans Medical Ltd.** inquiry into contaminated infusion fluids 61

**Executive Council Association (England).** hypodermic syringe 393

**Exhibitions.** International Chemical and Petroleum Engineering 185

**Explosives (Ammonium Nitrate and Sodium Chlorate) Order 1972.** 296

**Eye Drop solutions.** water loss 144

**Ey lure Ltd.** Miss Windsor range 8, Movie Greats eyelashes 466, fingernail selector aid 893, Naturalites eyelashes 430, Travel packs, 100

**Eynon, C. R.** people 257

**F.A.I.R. Laboratories.** Roter tablets 11, 186

F

**Fairbank Kirby (Grimsby) Ltd.** acquired by Weston Pharmaceuticals Ltd. 669

**Fair Trading Bill.** H. of C. 862

**Family Doctor publications.** sex booklet 11

**Family Expenditure Survey.** for 1971 461

**Family planning.** in Cheshire 462, Select committee report 255

**Family Planning Assoc.** clinic/shop 364, 426, own brand contraceptive 461

**Farillou Ltd.** Distributors for Dales Pharmaceuticals 469

**Farley's Infant Food Ltd.** TV campaign, 40

**Farr, I. M.** corres. 432

**Fassett & Johnson Ltd.** bathtub freshener 675, bonus offer 40, 810, 397, 504, display stand for Frador & Fradojel 469

**Neetle Lite** repacked 890, Quicklee Cologne 140, Quickies pads 8, Vivelle body shampoo 99

**Fecher, M. J. Ltd.** pumice stone 675

**Fell, C. J.** people 865, VAT campaign 833

**Fennings Pharmaceuticals.** bonus offer 678

**Film reviews.** Gastric Reflux 11, Help Yourself 343, The Fetus 130

**Finance Act.** Berk Pharmaceuticals Ltd., trial etopped 217, uncustomed goods 255

**Finland.** pharmaceutical industry statistics 329

**Finsbury, L. D. Ltd.** pharmacy of Mr. E. S. Mitchell 36

**Fiona Sands.** Adagio foam bath 8, bonus 187, discounts 504

**Fire—protect your premises.** article, (Alan Guy) 18

**Fisons Ltd.** Belgium offices 591, Bisks stand 143, Bisks wafers 260, distribution rights 496, marketing in France, Germany and Italy 669, Mucell bar 832

**Fitzhugh and Carr.** closes 780

**Flavours.** past and present 919

**Flextime system.** A. & H. adopt 126

**Floris, J. Ltd.** Creme de Lys 722, pot pourri sachet 335, 721

**Folklore in medicine.** exhibition 296

**Fontard Ltd.** make-up launch 140, packaging for new range 372

**Food Standards Committee.** soft drinks review 461

**Ford Jackson & Co. Ltd.** correction 867, decongestant tablets 767

**Foster Cambridge Ltd.** search for old apparatus 326

**Foster, H. S. & Sone Ltd.** acquired by L. M. Paget

**Foster, James (Chemists) Ltd.** voluntary liquidation 863

**Fourcade, Barbara.** corres. 149

**France.** hexachlorophene controls 364, state of pharmacy 816, VAT 911

**Franco British Pharmaceutical Commission.** evening meeting 589, 1973 congress 667

**Freeman, William, & Co. Ltd.** Air ring valve 677

**French talcum.** incorrect hexachlorophane content allegation 326, 908

G

**Gala Cosmetic Group Ltd.** appt. 888, sales and profits 256

**Gala of London Ltd.** baby pastels 767 colour collection 259, Lip Pen 302, 678

**Gallenkamp, A. and Co. Ltd.** acquisition of Griffith and George Holdings Ltd. 299

**Roger & Gallet Ltd.** display unit 638

**Gamble, H. W.** memorial fund 181

**Geigy Pharmaceuticals Ltd.** Anafranil 912

**Generic names.** redundant 532

**Genethic Pharmaceuticals (UK) Ltd.** bonus offer 69, products launched in UK 64

**Gerhardt Pharmaceuticals Ltd.** bonns offers 810, new Cologne 430

**German Society for Cosmetology.** 1973 symposium 125

**Germany.** loan 476, Natterman group complex 477

**Gift of perfume.** Beauty Business Oct. 28 p. 5

**Gillette Co. USA.** accounts 630

**Gillette Industries Ltd.** appt. 428, 910 competition 431, Dry Look 501, Gil twin razor blade 38, 41, razor 5, Toni perm pack, illust. 305

**Glass Manufacturers Federation.** forecasting system 126

**Glaxo Group Ltd.** industry week 495, takeover bids by Beecham Group and Boots 32, 36

**Glaxo Holdings Ltd.** annual report 669, appts. 496

**Glaxo Laboratories Ltd.** Chluntetrin tablets 762, Complan milestone 667, Complan offer, 70, Complan packaging 677, 810, Crystapen and Adexolin changes 69, 100, dropper packs 867, Ghanalans visit 630, Golden Ostermilk 11, 143, parcel discounts 261, sponsor walk 187

**Glaxo Travelling Fellowship for Science Writers.** illust. 199

**Global Pharmaceuticals Ltd.** Norlyn tights 467

**Glovers (Chemicals) Ltd.** appt. 718, bid by Associated British Maltsters Ltd. 463

**Gnome Photographic Products Ltd.** profits 129

**Godber, Sir George.** people 130

**Golden Ltd.** Oberamy perfumes launched 66, consumer competition 468, correction 640, Elnett hairspray pack 599, Rectal hair product 142, 466, Reban. 12, 260

**Goldsworth, J. G.** acquisition 464

**Goodward Marketing Trading Ltd.** Frigobox 762

**Gow, A.** letters 776

**Goya Ltd.** Aqua Manda 8, Cedar Wood range 69

**Grace, F. W.** pharmacy sale 630

**Grand Parade Pharmacy Ltd.** closes 718

**Gray Products Ltd.** appt. 185, nail glosses 259, salon formula 721, 637

**Greef-Chemicals Holdings Ltd.** accounts 630

**Greene Stewart, J.** removal 803

**Grey Owl Laboratories Ltd.** new products 236

**Griffith and George Holdings Ltd.** acquired by A. Gallenkamp & Co. Ltd. 299

**Griffiths, Bertram Ltd.** accounts 256, bid from Weston Pharmaceuticals Ltd. 299

**Grosvenor Perfumery Co. Ltd.** polystyrene pomanders, illust. 69, and Dellax Ltd. 36

**Group 4 Store Detectives.** test purchasing service 139

**Grubb C. W.** retirement 428

**Guerlain Ltd.** training 10, treatment foundation 38

**Guild of Hospital Pharmacists.** Branches—Tyne, West and Tees 21, council meeting 758, 835, day conference 835, week-end school 1973, 835, special meeting 861, union affiliation 861

**Guy, Alan.** (Fire—protect your premises) article 18



## H

Haig, J. M. corres. 241  
 Hairsnape, P. T. corres. 241  
 Halas Laboratories Ltd. bonus offer 678, Crowes Crenire 600, Clarke's range distribution 913  
 Halsall, K. G. appt. 7  
 Hammersmith Council. family planning service 670  
 Hammond, C.V. corres. 917  
 Hand labellers. use of, illust. 330  
 Hand, M. J. corres. 313  
 Hanimex Corporation Ltd. accounts 759  
 Nanovia Lamps Ltd. Islander 721  
 Hardy, J. K. corres. 432  
 Harrison Memorial Lecture. Mr C. A. Johnson 899  
 Harrington, John (Ludgate Hill) Ltd. creditors meeting 836  
 Harris, Sylvia, C. M. letters 776  
 Hartley Chemists Ltd. acquired 394  
 Haywood, J. H. Ltd. Lawrence prize, illust. 45  
 Health centres. employment of pharmacists 886, guidance 425, warnings 296  
 Health Trends. overdosage deaths 861  
 Hendey, R. in Yugoslavia 7  
 Hardy, W. & Co. Ltd. appt. 888  
 Hestair Ltd. Johnsons-HPL group 256  
 Hexachlorophane. French controls 364, restrictions considered 590  
 Hill, Lord. memoirs postscript 915  
 Hills London Shops Ltd. acquisition 836  
 Hill's Pharmaceuticals Ltd. take over Henry Sykes & Son Ltd. 366  
 Hindustan Antibiotics Ltd. expansion in India 366  
 Hitchings, C. R. appt. 496  
 Hitchings, George H. people 635  
 Hobbs, W. H. and Co. Ltd. appt. 95  
 Hobday, Dr. D. J. appt. 759, people 761  
 Hoechst Pharmaceuticals Ltd. Hostacain discontinued 261  
 Hoffman-La Roche SA. marine pharmacology 380  
 Holiday closings. 226, 261, 305, 890  
 Holiday Magic Great Britain Ltd. writ issued 61  
 Homebrew 72 exhibition. 567  
 Homebrewing and Winemaking. supplement 229  
 Hook, W. corres. 377  
 Hospital Pharmacy Forum. applied scientist or technician 516, biopharmaceutics—What next? 345, responsible to whom? 21, round the clock service 782  
 Houbigant Ltd. advertising for perfumes 771, moved to Redhill 95, Indian Summer range 140, musk perfume 767  
 Howarth, W. H. people 130  
 Howe and Hammond Ltd. office move 182  
 Hudson, Mary. corres. 433  
 Hungary. Beecham Group collaboration 863  
 Hutchinson, R. people 865  
 Hydrophane Laboratories Ltd. Olympic team 305  
 Hypermarkets. Beecham products 862, Government policy 19, small traders arm 19, Xrayser 7

## I

Ilford Ltd. costs affect year's trading 95, film and paper prices 100, Photokina exhibition 371  
 Immunisation schedules. Babycare supplement Sept. 9, p. 7  
 Imperial Chemical Industries Ltd. accounts 394, 836, Atromid 186, Avlex Footsy 809, bonus offer 762, Brazil subsidiary 496, Inderal 12, Olympic team 142, Queen's Award, illust. 61, presentation to Mr. J. Perkin, illust. 256, Savlon baby care products, 186, Savlon competition 70, Savlon cream 762, Savlon mobile 469, Savlon nappy liners 372, Savlon talc. 11, wound closure 912  
 ICI GmbH. investment 803  
 Index of Retail Prices. 670  
 India. control of foreign companies 393, raw material shortage 93, Glaxo import licence 125, imports from Rumania 130  
 Industrial and Commercial Finance Corporation. record year 64  
 Influenza vaccines. new strain 588  
 Innoxa (England) Ltd. 41 range 368, lipstick shades 100  
 Institute of Packaging. silver star award, illust. 94  
 Institute of Pharmacy Management. management courses 61, 758, membership 449  
 Inter-Alia Pharmaceutical Services Ltd. acquired 6  
 Interfran Product Management Ltd. taken over by Berk Pharmaceuticals Ltd. 36]

Intergen Beauty Products Ltd. appt. 593  
 International Chemical Co. Ltd. appt. 36  
 International Chemical and Nuclear Corporation. accounts 299, acquire United Medical Lab. Inc. 717, sales 591  
 International Congress of Pharmaceutical Sciences. Stockholm venue 5  
 International Federation of Societies of Cosmetic Chemists. award 593  
 International Hair and Beauty Fair. arrangements 588  
 International Homeopathic League Congress. memorial service for air disaster representatives 34  
 International Laboratories Ltd. smaller Respaton pack 304  
 IPC Cosmetics and Toiletries Survey 1971-72. 227  
 International Pharmaceutical Students Federation. election 325  
 Interphex. date change 93  
 Intravenous bags. use of in USA 61  
 Intravenous fluids. contamination inquiry 61  
 Clothier Committee report 78, H. of C. 93, Medicines Commission report 262  
 Ireland. Health scheme 534, history of pharmacy 593, conferring ceremony 916  
 Irish Drug Association. annual meeting 351, officers 426, VAT 494, vote on union 758  
 Irish Pharmaceutical Congress. 533, 594, 613, 651  
 Irish Pharmaceutical Union. draft constitution 150, vote 758  
 Izal Ltd. appt. 593, hand cleanser 599  
 Izal (Overseas) Ltd. appt. 329

## J

Jackel & Co. Ltd. bonus offer 40, 469, brushes and compacts 139, Christmas showrooms 69, Jacqueline hairbrushes 187, June cosmetic purses 226, musical hairbrush 832, nail files 767, New Skin lotion and foam bath 66, Proteinail consumer offer 41, Royal Sweden 832, Sweet Sue 101  
 Jackson, W. A. letters 814  
 James, H. acquisition 394  
 Janssen Pharmaceuticals. ampoule markings 469  
 Japanese Cameras Ltd. Minolta system handbook 69  
 Jean Sorrelle Ltd. appt. 669  
 Jeyes Group Ltd. accounts 256, acquisition of Midland Aerosols Ltd. 6, Airwick aerosol 892, bid by Cadbury-Schweppes Ltd. 225, 630, competition prizewinner 861, Smith and Nephew shares 591  
 Johnson, G. A. & Son. ownership change 496  
 Johnson and Johnson Ltd. appt. 863, depot 182, reformulated baby cream 186, Stayfree mini-pads 810, 501  
 Johnson Wax Ltd. bonus offer 40, Super Pledge spray polish 39, US products offer 187, 469  
 Johnsons of Hendon Ltd. Paterson brochure 136  
 Johnston & Adams Ltd. acquisitions 888  
 Jones, I. F. corres. 200  
 Joslin Diabetic Foundation. medal award 761  
 Juvena Great Britain Ltd. Nichevo perfume 892

## K

Kabi Pharmaceuticals Ltd. Cycloserine Kabi capsules withdrawn 810  
 Keldon Ltd. Optrex sponsor 10  
 Kenton Display Studio Ltd. screen printing 40  
 Kerfoot, Thomas & Co. Ltd. bonus offer 338, prices 913  
 Kimberley-Clark Ltd. appt. 395, Ironplan 396, Kleenex 70, 226, 336, 396, 809, Kotex 10, 504, towels with deodorant 11  
 King, C. E. Ltd. Dispensa tablet counter 83  
 King Plastic Containers Ltd. safety containers 17

Kingshill Chemists Ltd. larger premises 394  
 Kingsley and Keith Chemical Group Ltd. accounts 328, annual statement 366, proteins 867  
 Kirby, H. & T. Co. Ltd. bonus offer 397, 504, correction 810, new division 762  
 Kirkness, M. investiture, illust. 802  
 Kleenoff Co. Ltd. descaler campaign 842  
 Kleinfert's Inc. swimcaps range 599  
 Kneale, W. A. G. appt. 888  
 Kodak Ltd. address 669, 805, appt. 863, pocket Instamatic 399, presentation of Instamatic cameras 328, prices 840, US award 776  
 Koscot Interplanetary (UK) Ltd. High Court 177, notice of appeal 364, pyramid selling 32

## L

Labour Party. nationalisation aim 532  
 Lambert Chemical Co. Ltd. consumer offer 304, 431, Effident offer 304, mild hair colourant 368  
 Lamson Paragon Ltd. VAT exhibition 911  
 Land, B. H. marriage 464  
 Landau, L. & Co. Ltd. distributors for Bloc Tyalin 469  
 Landlord and Tenant Act 1954. comment 475  
 Lanoxin. claim for costs 253, differing plasma levels 253, stocks recalled 177, 217, Xrayser 225, 257, 301  
 Lantigen (England) Ltd. Lantigen B 186  
 Laporte Industries (Holdings) Ltd. A.G.M. report 182, dividend 591, Mr. Anghrey Jones 328  
 Langton and Sons Ltd. Stratton mirrors 139  
 Law, A. H. corres. 377  
 Law of Property Act 1961. comment 475  
 Lee Brothers. bonus offer 722, Israel foam bath 721  
 LEGAL:  
 Dangerous Drugs Act  
 Anghrey Thomas Jones 833  
 General  
 Attempted break in 667  
 patent appeals dismissed 34  
 pyramid selling—Koscot Interplanetary (UK) Ltd. 32  
 G. F. Young—Poison Purchase 5, 33  
 High Court  
 B. Caber, B.E. undertaking 802  
 Cosmeda Chemists, injunction against 178  
 R. E. Coveney price maintenance 590  
 Ellison & Swift, price maintenance 494  
 Jocil Cosmetics, price maintenance 494  
 Koscot Interplanetary (UK) Ltd. winding up 172, Quality Fare Ltd. injunction 178  
 Riche v Berk 531  
 Pharmacy Acts  
 Brierleys Ltd. 125  
 Thomas Moody 393  
 David John Mumby—market stall sale 590  
 Richardson Merrell Ltd. 254  
 Alexander Strager 715  
 Smith (Medway) Ltd. 665  
 John Bell & Croydon 909

Legal liability. product insurance for manufacturers 835  
 Lechner. new shades 637  
 Leigh-Williams and Sons. safety cork 241  
 Leiner, P. and Sons Ltd. new European company 182  
 Lenthio Ltd. range extended 767  
 Lepetit Pharmaceuticals Ltd. expansion 256  
 Lever Brothers & Associates Ltd. new Lux soap 466, 468  
 Lewis & Peat Ltd. accounts 366  
 Lilia-White (Sales) Ltd. appt. 717, bonus offer 338, competition winner, illust. 833  
 consumer offer 101, Fastidia mini pads wallet 187, Golden Babe range 335, Panty Pads 259, 260, visitors, illust. 669  
 Linstead, Report on NHS General Pharmaceutical Services. 34, E.C. Tenner 315, Local Pharmaceutical Committees 494, 531, 563, Northumberland and Gateshead NPU meeting 402, reconsider reconstitution 716, working party report 217  
 Lon (UK) Ltd. distributive organisation 44, insect repellent 140  
 London Pharmaceutical Committee. move 6  
 LR Industries Ltd. bonus offer 40, consumer offer 304, Woodwards baby wipe sachet 41  
 LRC International Ltd. accounts 328, appt. 367, meeting 463, repeat dividend 256

## M

M and S Toiletries. new Scottish company 256  
 Macarthy's Pharmaceuticals Ltd. accounts 328, annual meeting 463, bid for Ucal 759, Ucal offer 888, year's trading 182  
 McGoig, Andrew. pharmacy modernisation 46  
 McCraw, David H. retirement 395  
 Mackie, Alastair. appt. 534  
 McGregor, P. people 301  
 McIntosh, D. J. corres. 23  
 McMillan, James. people 889  
 Macmorran Lecture. hospital pharmacist as an applied scientist 645  
 Maddock, D. H. corres. 241  
 Madge, A. G. M. car problems 92  
 Makro (Cash and Carry) Ltd. open warehouse 256  
 Male market place. Beauty Business Oct. 28, p. 6  
 Management Studies Centre Ltd. new offices 836  
 Mantou & Garton Ltd. accounts 36  
 Marine pharmacology. new institute 380  
 Marketplan (UK) Ltd. promoting products 143  
 Market research. over the counter 44  
 Marks & Spencer. sell sanpro 179, toiletries 665  
 Marley's ghost. Xrayser 911  
 Marriott, J. T. corres. 377  
 Mason, William & Son Ltd. showrooms 463  
 Mavala Laboratories Ltd. bonus offer 678, nail care products 337, new pack 677  
 Maw, S. and Sons Ltd. babyware gifts 142, bonus offer 762, 397, food heater relaunch 139, scholarship presented to Miss K. M. Kerr 503, 908, Starpack award 677  
 Max Factor Inc. acquired 759  
 Max Factor Ltd. comb-on mascara 335, dark skin make-up 143, lipstick shades 466, new cosmetics and toiletries 186  
 May and Baker Ltd. bonus offer 338, cyclonal sodium 100, garden products 677, pack sizes correction 371, visit, illust. 718  
 Maybeline Eye Cosmetics. eye shadow palettes 368, Frosty sticks 99, Just Lashes range 140  
 Mayborn Products Ltd. Dylon Paintex dye thickener 39  
 Mayfair Photographic Suppliers (London) Ltd. 140  
 Mecabitz. 2,500,000th unit 127  
 Medical profession. independent inquiry 833  
 Medical Research Council. annual report 127  
 Medical Supply Association. acquisition of A. Young & Son Ltd. 366  
 Medicines. names 364  
 Medicines: The Story of. ABPI publication 178  
 Medicines Act. animal medicines list 666, controls on recommendations 298, data sheet requirements 802, equivalent standards in hospitals 255, exemptions for dispensing 298, general sale list 94, 629, medicated sweets 898, prescription only lists 629, request for amendment 37, transitional period 254  
 Medicines Commission. annual report 296, general sale list 94, 426  
 Medicomb Ltd. clinical combs 467  
 Medline UK Ltd. moved to Southampton 95  
 Melitta Bentz & Sons. plastic film food wrap 599  
 Mendelson, Harry. people 65  
 Menley and James Laboratories. Contac economy pack, illust. 305, lip moisturiser 598  
 Mennen (UK) Ltd. appt. 7, 496, 837, Protein 21 143  
 Mentholatum Co. Ltd. bonus offer 371  
 Merck Sharp and Dohme Ltd. Indocid discontinued 840, subsidiary 64, 129  
 Merrydown Wine Co. Martlet apple juice 239, sample offer 842  
 Metro division Dymo Ltd. giant impact labellers 575  
 Metriation. surgical dressings and appliances 254  
 Mia Cosmetics. range for darker skins 399  
 Miles Laboratories Ltd. Alka-mint fol 100, Alka-Seltzer TV advertising 771  
 Miller, Gordon, Ltd. bonus offer 840, Combina 832  
 Miller, Peter. safeguard your business article 14, estate duty and the director 914  
 Miners Make Up Ltd. new products 430, water colour eye kit 466  
 Ministries (Transfer of Functions) (No. 3) Order (Northern Ireland) 1972. 758  
 Ministry of Agriculture, Fisheries & Food. appt. 670  
 Minnesota 3M Laboratories Ltd. Sparkling Penamias 501, Tru Gel discontinued 840  
 "Miss Pears" 1972 winner, illust. 142, portrait 885  
 Miss Top Teen. contest, illust. 685  
 Mitchell, F. people 301  
 Mitchell, Harold, & Co. Ltd., Belfast. re-opening 4  
 Mitchell, L. D. pharmacy acquired 36  
 Mitchem-Thayer Ltd. address 836 bonus offer 638  
 Model engines. One pharmacist and his hobby 344  
 Monk's Home Brews Ltd. beers and wines 239





# DENTIFIX

## Complete denture repair kit.

Three simple rules for rapid price checking.

1. First look under 'This week's changes.' If the price is not listed... 2. Check the cumulative section. If the price is not listed... 3. Refer to the last main price list. The price is still correct.


Trade prices are given per unit unless otherwise stated. Bold upright figures (14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright (0.14) is a suggested guide. a=Price advanced. r=Price reduced. ●=New entry. d=Delete. c=Correction. i=Insert.

# Chemist & Druggist

## Price Service

### Cumulative amendments to December Quarterly Price List

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
7 (1335 Wigglesworth)				ANDRE PHILIPPE (48 AP)				Snow Queen instant skimmed milk			
ointment jar	1.21dz	0.30dz	0.18 †	existing entry			d	1 lb	5.79	..	0.32
APTOLAST (399 CG)								(2 dz)			
dressings				ANDRE PHILIPPE (48 AP)			i	Sun-O-Life			
mini-grip pocket pack				after shave lotion	103	2.40dz	0.35	sunflower seed oil			
M295	0.89dz	..	0.11	bath essence pine	9	3.00dz	0.45	½ pt	1.38dz	..	0.15½
100 pieces assorted				bubble bath				1 pt	2.27dz	..	0.25
M284	0.53	..	0.75	bubble bottle	25	2.05dz	0.512dz	1 qt	4.38dz	..	0.49
150 pieces 3.8cm x 1.9cm				candlestick	7	2.74dz	0.685dz	1 gal	1.34	..	1.78
M304S	0.33	..	0.46½	cocktail shaker	15	6.80dz	1.70dz	92 cc	5.44	..	0.34
150 pieces 6.2cm x 1.9cm				continental	35	6.60dz	1.65dz	(2 dz)		..	
M304M	0.50	..	0.71	decanter	8	5.10dz	1.27dz	Yeasty savoury spread	4.98	..	0.28
150 pieces 7.5cm x 1.9cm				dimple	2	0.80dz	0.20dz	(2 dz)			
M304L	0.59	..	0.83	dolly bird	12	2.40dz	0.60dz				
150 pieces assorted				piggy bank	21	2.40dz	0.60dz				
island dressings				ring bottle	28	2.05dz	0.512dz				
M304	0.50	..	0.71	slim diamond	14	3.80dz	0.55dz				
75 pieces assorted				soldier boy	10	2.40dz	0.60dz				
M96	0.59	..	0.83	swan dimple	3	2.05dz	0.512dz				
100 pieces 6.2cm x 2.2cm				baby	1	0.80dz	0.20dz				
M98	0.47	..	0.66	twist bottle	6	1.36dz	0.34dz				
100 pieces 7.5cm x 1.9cm				unicorn	16	6.80dz	1.70dz				
M99	0.47	..	0.66	cold cream	17	1.96dz	0.49dz				
125 pieces assorted				Cologne							
M95	0.68	..	0.95	bubble bottle	38	2.05dz	0.512dz				
150 pieces 3.8cm x 1.9cm				cocktail shaker	19	6.80dz	1.70dz				
M97	0.51	..	0.71	dimple bottle	37	0.80dz	0.20dz				
strip dressings				ring bottle	29	2.05dz	0.512dz				
4cm x 1m	M271	1.45dz	..	slim diamond	24	3.80dz	0.55dz				
5cm x 1m	M305	1.58dz	..	swan dimple	23	2.05dz	0.512dz				
6cm x 1m	M272	1.79dz	..	baby	36	0.80dz	0.20dz				
6cm x 5m	M268	8.89dz	..	twist bottle	27	1.36dz	0.34dz				
7.5cm x 1m	M273	2.07dz	..	unicorn	18	6.80dz	1.70dz				
polythene dressing pack				shampoo							
M371	1.43dz	..	0.17	beer, egg & lemon, herb, lanolin	32	1.05dz	0.262dz				
washable plastic dressings				medicated	20	2.50dz	0.625dz				
mini-grip pocket pack				soap guest ovals (6)	31	2.50dz	0.625dz				
M296	0.89dz	..	0.11	sun tan oil	5	1.75dz	0.437dz				
tin assorted	M207	0.52	..	toilet water decanter	26	5.10dz	1.27dz				
APTOPRUF (339 CG)				hand cream, lemon, bouquet	4	1.12dz	0.28dz				
plastic adhesive strapping B.P.C.				ANESTAN (325 C-A)							
2.5cm x 5m	M205	1.78dz	..	H. F. capsules	8 and 24		d				
5cm x 5m	M205	2.86dz	..	ANGEL FACE (256 CPL)							
7.5cm x 5m	M205	3.82dz	..	Pretty Naturals							
MUNE-MONO (179 BDH)				cream blusher	3.31dz	0.83dz	0.45				
monovalent influenza vaccine				lipstick	2.32dz	0.58dz	0.32				
ampoule	1 ml	0.70		make-up mousse	2.64dz	0.66dz	0.36				
multidose vial	10 ml	5.83		ANZORA (325 C-A)							
BION (339 CG)				entire entry			d				
cotton wool hospital quality				ASSOCIATED HEALTH FOODS (70 AHF)							
25 g	0.48dz	..	0.06	Lin-O-Saf safflower oil							
100 g	1.22dz	..	0.15	½ pt	1.74dz	..	0.19½				
500 g	4.87dz	..	0.60½	1 pt	2.96dz	..	0.33				
paper wrapped	500 g	4.56dz	..	1 gal	1.79	..	2.39				
BOLENE (823 M&R)				Maizy biscuits plain							
unscented cleansing cream				or ginger	7 oz	1.32dz	..	0.14			
99 g	2.28dz	0.49dz	0.35	cheese spread	2.61	..	0.14½				
1 lb	4.80dz	1.20dz	0.70	(2 dz)							
FINAL (29 Alfonal)				corn oil	1 pt	2.66dz	..	0.29½			
existing entry			d	1 qt	5.15dz	..	0.57				
AMI (105 BTD)				1 gal	1.59	..	2.12				
etting lotion	1.535dz	0.385dz	0.20	with alphium	1 pt	2.72dz	..	0.30			



## CROWES CREMINE

### STOCK UP NOW

### NOW ADVERTISED IN WOMAN'S JOURNAL, 19, WOMAN'S OWN AND STAGE

A product of HALAS LABORATORIES LIMITED, Thorp Arch Trading Estate, Wetherby, Yorkshire (Boston Spa 842695)

## THE MAKE-UP REMOVER



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>BRISTOW'S (105 BTD)</b>				<b>CHIRON (387 DBMP)</b>							
Alpine Spring				barrier cream tube	0.24			not sterile	25 m	1.30	1.65
foam bath (Southern TV area)				disposable ileo-colostomy bags				50 m	2.57	3.20	
3.755dz	0.94dz	0.49		12 x 4in	10	0.36		100 m	5.10	6.40	
shampoo and				12 x 5in	10	0.39		gauze and cotton tissue			
conditioner standard	1.61dz	0.405dz	0.21	reinforced				B.P.C.	500 g	0.63	0.94
Free and Lovely shampoo				12 x 4in	10	0.39		Drug Tariff No. 4	500 g	0.54	0.81
standard	1.075dz	0.27dz	0.14	12 x 5in	10	0.45		gauze pads (swabs) B.P.C.			
<b>BRONCHOLAN (1251 TTC)</b>				9 x 5in	10	0.50		8 ply 7.5cm x 7.5cm	5	0.50dz	0.06
ointment	50 g	0.26	0.39	double sided plasters				7.5cm x 7.5cm	100	0.38	
<b>BRONNLEY (194 Bronnley)</b>				3½ x 3½in	10	0.24		10cm x 10cm	100	0.59	
after bath Cologne 0733	..	..	0.17	4 x 4in	10	0.28		12 ply 10cm x 10cm	100	0.82	
0738	..	..	0.58	5 x 5in	10	0.45		16 ply 5cm x 5cm	100	0.33	
baby lotion	0270	..	0.27	6 x 6in	10	0.50		7.5cm x 7.5cm	100	0.50	
powder	0277	..	0.22	<b>CHIRONPLAST (387 DBMP)</b>				lint absorbent B.P.C.	25 g	0.83dz	0.10%
soap	0132	..	0.20	adhesive strapping				100 g	2.71dz	0.33	
bath crystals	0402	..	1.10	½in x 2½yd	10	0.07		500 g	12.36dz	1.55	
0438	..	..	0.60	1in x 5yd	10	0.14		paper wrapped	15 g	0.68dz	0.08%
essence pine	0928	..	0.65	2in x 5yd	10	0.20		sterile	15 g	8.47	0.09
bubble bath oil	0723	..	0.17	3in x 5yd	10	0.25		(1 gross)			
0725	..	..	0.44	4in x 5yd	10	0.29		lint, boric acid B.P.C. 1963	25 g	0.85dz	0.10%
0728	..	..	0.62	<b>CHIRONSEAL (387 DBMP)</b>				paper wrapped	100 g	2.88dz	0.36
country herb bubble bath				existing entry				multiple pack dressings	No.1	3.24dz	0.40
0148	..	..	0.55	<b>CHIRONSEAL (387 DBMP)</b>				No.2	6.30dz	0.78	
talcum powder				clearseal colostomy bags				rigid porous belladonna plasters			
0147	..	..	0.35	12 x 4in	10	0.41		B.P.C. 19cm x 12.5cm	0.67dz	0.08	
hand and body lotion				12 x 5in	10	0.44		28cm x 17.5cm			
0703	..	..	0.17	9 x 5in	10	0.44		red flannelette	19cm x 12.5cm	0.99dz	0.12
0705	..	..	0.37	12 x 6in	10	0.60		28cm x 17.5cm	1.99dz	0.25	
0708	..	..	0.50	disposable ileo-colostomy bags				rigid zinc oxide plaster B.P.C.	1.25cm x 1m	0.42dz	0.05
Happy Hands	6408	..	0.32	12 x 4in	10	83.002	0.41	2.5 cm x 1m	0.57dz	0.07	
bath day	6409	..	0.32	12 x 5in	10	83.004	0.44	1.25cm x 3m	0.83dz	0.10%	
lemon day	0040	..	0.35	9 x 5in	10	83.006	0.44	2.5 cm x 3m	1.15dz	0.14%	
lemon bathday	0041	..	0.35	12 x 6in	10	83.008	0.60	1.25cm x 5m	1.27dz	0.16	
pat-on-powder	0110	..	0.60	12 x 8in	10	83.010	0.65	2.5 cm x 5m	1.85dz	0.23	
Pot Pourri	0037	..	1.30	12 x 10in	10	83.012	0.70	5cm x 5m	3.12dz	0.39	
soap				reinforced				7.5 cm x 5m	4.25dz	0.63	
bath ball	0108	..	0.70	12 x 4in	10	0.44		1.25cm x 10m	1.80dz	0.22%	
eggs (12)	0107	..	0.30	12 x 5in	10	0.50		2.5 cm x 10m	2.81dz	0.35	
fruit punnets	0633	..	0.18	9 x 5in	10	0.55		5cm x 10m	4.49dz	0.56	
lemon toilet	6122	..	0.18	<b>CODIS (1037 Reckitt)</b>				7.5 cm x 10m	6.34dz	0.79	
soap on a rope				tablets	dp 500	1.80	2.25	standard wound dressings			
6136	..	..	0.46	<b>COLONYCIN (972 Pharmax)</b>				B.P.C. 1963			
bath	0613	..	0.29	injection 500,000 units				No.3 small	0.35dz	0.04	
jumbo on a rope				10	40.88dz	..	4.55	No.4 medium	0.49dz	0.06	
0619	..	..	0.60	1,000,000 units	10	59.03dz	6.56	triangular bandages B.P.C.			
orange toilet	0603	..	0.18	sulphate				90cm x 127cm	1.42dz	0.18	
pre-make up				(sterile powder)	1 g	3.80	5.07	95cm x 134cm	1.55dz	0.19%	
0523/0521	..	..	0.17	5 g	19.15	..	25.53	white wool felt	45cm x 90cm		
rainbow	0649	..	0.15	<b>COMFORT (325 C-A)</b>				semi-compressed			
seashell guest				entire entry				thin	5 mm	2.25	
0435	..	..	0.55	<b>COOL (105 BTD)</b>				medium	7 mm	2.85	
sponge	0109	..	0.50	antiperspirant deodorant				thick	10 mm	3.65	
turtle oil				aerosol standard	2.605dz	0.655dz	0.34	soft thin	5 mm	1.92	
toilet	0642	..	0.15	aerosol economy	3.295dz	0.825dz	0.43	medium	7 mm	2.60	
bath	0643	..	0.23	roll-on	2.30dz	0.575dz	0.30	Cycloserine (678 Kabi)			
visitors	0641	..	0.10	refill	1.915dz	0.48dz	0.25	(distributors 1545 Vestric)			
talcum powder	0713	..	0.17	<b>COOL FOOT (105 BTD)</b>				entire entry			
0715	..	..	0.28	deodorant foot freshener				<b>DACTIL (824 MCP)</b>			
0718	..	..	0.40	aerosol	3.065dz	0.77dz	0.40	tablets	500		
<b>BRYLCREEM (105 BTD)</b>				<b>CORTISONE-KEMICETINE (227 Erba)</b>				with phenobarbitone	50		
hairdressing				dermatological ointment				<b>D. D. D. (359 DDD)</b>			
tub				3 g				(distributors 366 Dendron)			
standard	1.225dz	0.31dz	0.16	5 g				balm economy tube			
medium	1.84dz	0.46dz	0.24	forte				<b>DERBAC (1221 Windsor)</b>			
large	2.605dz	0.655dz	0.34	<b>COUTESS (105 BTD)</b>				comb	2.70dz	0.66dz	0.40
tube	1.305dz	0.33dz	0.17	hair conditioning cream				liquid	1.80dz	0.23	
<b>BUFFERIN (171 BLL)</b>				30 g	1.305dz	0.33dz	0.17	liquid	1.80dz	0.23	
tablets	36			<b>CREST (1218 Tellercrest)</b>				soap	1.01dz	0.25dz	0.15
<b>CANDOL (1335 Wigglesworth)</b>				entire entry				<b>DESERT FLOWER (1131 Shulton)</b>			
coltsfoot bronchials	35	0.88dz	0.22dz	<b>CRINAGEN (972 Pharmax)</b>				hand and body lotion	2.28dz	0.56dz	0.34
1.09dz	0.27dz	0.16		ointment	500 g	1.03	1.38	perfumed Cologne	5.37dz	1.31dz	0.80
<b>C.B.'s (1335 Wigglesworth)</b>				<b>CUSONS (338 Cussons)</b>				talcum powder	2.19dz	0.53dz	0.33
70	1.38dz	0.345dz	0.20	after shave	small	1.299dz	0.321dz	0.18			
<b>CEPHOS (104 BP)</b>				large	2.165dz	0.535dz	0.30	<b>D. D. D. (359 DDD)</b>			
tablets	1.325dz	0.335dz	0.17	babybird talcum powder	2.31dz	0.57dz	0.32	(distributors 366 Dendron)			
<b>CHARLES PERRY (960 Perry)</b>				hair cream	1.155dz	0.285dz	0.16	balm economy tube			
cosmetic lotion	145 cc	..	0.49	Imperial Leather				<b>DERBAC (1221 Windsor)</b>			
cucumber astringent	145 cc	..	0.49	hair cream				comb	2.70dz	0.66dz	0.40
deep cleansing cream, almond	145 cc	..	0.49	<b>CUTEX (256 CPL)</b>				liquid	1.80dz	0.23	
145 cc	..	..	0.49	hand cream	1.98dz	0.49dz	0.27	liquid	1.80dz	0.23	
lemon	145 cc	..	0.49	<b>CUXSON GERRARD (339 CG)</b>				soap	1.01dz	0.25dz	0.15
honey and avocado cream	145 cc	..	0.49	bandages W.O.W. B.P.C.				<b>DESERT FLOWER (1131 Shulton)</b>			
145 cc	..	..	0.49	2.5cm x 5m	0.34dz	..	0.04%	hand and body lotion	2.28dz	0.56dz	0.34
honey and herbs shampoo	145 cc	..	0.49	5cm x 5m	0.58dz	..	0.07%	perfumed Cologne	5.37dz	1.31dz	0.80
145 cc	..	..	0.39	7.5cm x 5m	0.83dz	..	0.10%	talcum powder	2.19dz	0.53dz	0.33
honey beauty balm	95 cc	..	0.59	10cm x 5m	1.08dz	..	0.13%	<b>DIBOTIN (1599 Winthrop)</b>			
Indian elm foundation	95 cc	..	0.59	cellulose tissue B.P.C.	500 g	0.36	0.54	existing entry for capsules			
marshmallow skin tonic	145 cc	..	0.49	wadding B.P.C.	500 g	0.23	0.34%	<b>DIBOTIN SA (1599 Winthrop)</b>			
plant oil conditioning rinse	145 cc	..	0.39	cotton wool B.P.C.	25 g	0.54dz	0.07	capsules 50 mg	50	1.25	†s4B
145 cc	..	..	0.39	100 g	1.53dz	..	0.19	500	12.19		†s4B
sunflower tissue oil	95 cc	..	0.59	500 g	6.27dz	..	0.78	<b>DISPRIN (1037 Reckitt)</b>			
vitamin hair tonic	145 cc	..	0.49	paper wrapped	15 g	0.49dz	0.06	tablets	28	1.52dz	0.349dz
Wheatgerm beauty balm	95 cc	..	0.59	500 g	6.00dz	..	0.75	pack of 26			
beauty mask	95 cc	..	0.59	sterile	15 g	5.66	0.06	<b>DOCTEUR PIERRE'S (1407 Jaccaz)</b>			
for men				(1 gross)				eau dentifrice	57 cc	2.48dz	0.62dz
after shave lotion	145 cc	..	0.49	crepe bandages B.P.C.				114 cc	4.45dz	1.11dz	0.67
hair cream	145 cc	..	0.49	5 cm	1.26dz	..	0.13%	170 cc	6.30dz	1.57dz	0.94
				6.25 cm	1.58dz	..	0.27%	toothpaste	tube	2.64dz	0.40
				7.5 cm	1.80dz	..	0.42	<b>DUNHILL (1377 R&amp;A)</b>			
				10 cm	2.42dz	..	0.81	after shave lotion	2 oz	0.39	0.10
				15 cm	3.57dz	..	0.81	4 oz	0.68	0.17	1.30
				gauze B.P.C. carton (90 cm)				8 oz	1.30	0.225	2.50
				1 m	1.05dz	..	0.13%	after sport Cologne	8 oz	1.56	0.39
				3 m	2.22dz	..	0.27%	Cologne for men	2 oz	0.57	0.14
				5 m	3.33dz	..	0.42	4 oz	0.96	0.24	1.85
				10 m	6.47dz	..	0.81	8 oz	1.72	0.43	3.30
								deodorant aerosol	0.39	0.10	0.75
								hair cream	0.29	0.07	0.55



		Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail			
		£.p	£.p	£.p		£.p	£.p	£.p		£.p	£.p	£.p			
re-shave lotion	2 oz	0.39	0.10	0.75	GLYCOLOGNE (1335 Wigglesworth)				INDOCID (837 MSD)						
	4 oz	0.68	0.17	1.30	hand jelly	1.00dz	0.25dz	0.15	capsules 25 mg	30		d			
aving foam aerosol		0.42	0.105	0.80					INFLUVAC-MONO (1539 Duphar)						
aving lather tube		0.26	0.065	0.50	GOMINA ARGENTINA (1407 Jaccaz)				A England	vial 10 ml	5.00				
smokers dental cream		0.23	0.06	0.45	hair fixative	tube	2.54dz	0.63dz	0.38	INHALEX (1335 Wigglesworth)					
ap (1)		0.20	0.05	0.38		jar	4.62dz	1.15dz	0.68	capsules	12	1.14dz	0.285dz	0.17	
alc for men		0.29	0.07	0.55	GO TROPIC (1335 Wigglesworth)					ephedrine nasal oil	4 dr	0.97dz	0.24dz	0.14	
OBAN 50 (339 CG)					suntan oil	80 cc	1.50dz	0.375dz	0.22	nasal solution					
retch bandage					GOULDS (1335 Wigglesworth)					4 dr	0.97dz	0.24dz	0.14		
	5 cm	1.18dz			gripe mixture	4 oz	1.04dz	0.26dz	0.15	JAYCON (1606 Jaycon)				d	
	7.5 cm	1.69dz			HARVEY'S (139 Bleasdale)					JAYCON (1646 Dein)				i	
	10 cm	2.20dz			HARVEY'S (577 Harvey)					sugar free soft drinks					
	15 cm	3.23dz			(distributors 249 C&JL)					lemonade and cola	..	..	..	0.10	
CORTELAN (518 Glaxo)					HEALTHCRAFTS (29 Alfonal)					JAYNOX (1423 Jaynox)					
ction ½%	20 ml			d	HEALTHCRAFTS (70 AHF)					eye droppers	0.205				
FICO (972 Pharmax)					HEDEX SELTZER (1190 SHP)					(10)	0.205				
	250 ml	1.92dz	0.48dz	0.28	granules	..	..	0.15		medicine droppers	0.205				
	2 l	1.05	..	1.40	HELENA RUBINSTEIN (596 HR)					(10)					
D-SED (972 Pharmax)					Bio-coverfluid	30 g	..	0.75		watch spring pessaries					
tablets	50	4.08dz	..	0.51	HEXA-MANDELATE (1166 Southon)					thin No 14-16	0.26				
	250	1.62	..	2.43	300 ml	4.20dz	..	0.52		ex thin No 47	0.16				
NSTAR (775 Longdon)					2 l	1.50	..	2.25		thick No 1-13	0.26				
isting entry				d	HYDANTAL-SANDOZ (1098 Sandoz)					thick No 14-16	0.35				
NSTAR (775 Longdon)				i	entire entry					thin No 1-13	0.19				
urgical hosiery					HYDROSPRAY (837 MSD)					JUVENA (1487 Juvena)					
seamless fine thread					entire entry					beauty mask	20 cc	..	..	1.25	
anklets	pr	0.90			ILFORD (645 Ilford)					creme de jour	38 g	..	..	1.00	
kneecaps	pr	0.90			existing entry for paper, chemicals and lamps					day cream	50 cc	..	..	1.25	
leggings	pr	0.90			paper Ilfobrom					deodorant spray	4 oz	..	..	1.25	
stockings					single weight					essential skin cream					
above knee	pr	2.30			2½ x 3½	100	0.34	0.085	0.59½		50 cc	..	..	2.35	
below knee	pr	1.46			3½ x 3½	100	0.45	0.115	0.79		20 cc	..	..	1.40	
thigh length		3.10			3½ x 4½	100	0.56	0.14	0.98		40 cc	..	..	1.50	
extra long		3.38			3½ x 5	100	0.60	0.15	1.05						
extra long		3.38			3½ x 5½	25	0.22	0.055	0.38½		125 cc	..	..	0.90	
seamless stout thread						100	0.66	0.165	1.15½						
anklets	pr	0.90	0.90		¾ x 6½	25	0.31	0.08	0.54½		Juvenance				
leggings	pr	0.90				100	0.98	0.245	1.71½		hand mask	55 cc	..	..	2.35
stockings					6½ x 8½	10	0.24	0.06	0.42		silky cleanser	100 cc	..	..	2.00
above knee	pr	2.30				25	0.52	0.13	0.91		skin freshener spray	300 cc	..	..	2.50
below knee	pr	1.46				100	1.69	0.425	2.96		Juvenia soap	100 g	..	..	0.75
thigh length	pr	2.88			8 x 10	10	0.33	0.085	0.58		loose face powder				
extra long	pr	3.16				100	2.33	0.585	4.08		compact white refill	..	..	..	0.35
OFORM (1335 Wigglesworth)					8 x 13	100	3.12	0.78	5.46		Nitchevo				
mouth bath	230 ml	2.97dz	0.74dz	0.43	8½ x 11½	100	2.91	0.73	5.09½		eau parfumee	50 cc	..	..	2.10
PROTE (840 EMF)					10 x 10	100	3.01	0.755	5.27			100 cc	..	..	3.40
DOCIL (1419 Intec)	1 lb	3.78dz	..	0.42	10 x 11	100	3.29	0.825	5.76		aerosol	90 cc	..	..	4.00
oundation cream	30 g	3.432dz	0.858dz	0.50	10 x 12	10	0.48	0.12	0.84		extrait	7 cc	..	..	4.00
and care	30 g	2.748dz	0.687dz	0.40		100	3.58	0.895	6.26½		14 cc	..	..	6.25	
moisturising lotion	28 g	3.432dz	0.858dz	0.50	12 x 15	10	0.71	0.18	1.24½		parfum de toilette				
	60 g	6.168dz	1.542dz	0.90		100	5.34	1.335	9.34½		50 cc	..	..	3.00	
skin cleanser	150 cc	5.148dz	1.287dz	0.75	16 x 20	10	1.25	0.315	2.19		100 cc	..	..	4.50	
skin tonic	150 cc	5.148dz	1.287dz	0.75	20 x 24	10	1.92	0.48	3.36		atomiser	100 cc	..	..	4.75
reatment cream	30 g	3.432dz	0.858dz	0.50	double weight						9 cc	..	..	2.00	
	75 g	6.852dz	1.713dz	1.00	¾ x 4½	100	0.65	0.165	1.14		soap	100 g	..	..	1.10
ERGOVITAL (1251 TTC)					¾ x 5	100	0.71	0.18	1.24½		KASEMOL (269 Cleaver)				
oyal jelly tablets	10	0.40	..	0.60	¾ x 5½	25	0.25	0.065	0.44		ointment	1½ oz			d
ERJOIDS (1335 Wigglesworth)						100	0.77	0.195	1.35		K. B. (1335 Wigglesworth)				
	120	1.64dz	..	0.21	4½ x 6½	25	0.35	0.09	0.61½		backache pills	60	1.30dz	0.325dz	0.19
HAZONE (325 C-A)						100	1.15	0.29	2.01½		KERFOOTS (695 TK)				
entire entry				d	6½ x 8½	10	0.27	0.07	0.47½		pastilles				
UATONE (301 Coty)						25	0.59	0.15	1.03½		blackcurrant and glycerine	500 g			d
duobase moisturizer						100	2.01	0.505	3.52		bronchial	500 g			d
duocerme	56 g	2.66	0.665	4.75	8 x 10	10	0.37	0.095	0.65		cherry cough	50g and 500g			d
	96 g	4.48	1.12	8.00		100	2.75	0.69	4.81½		friars balsam	50g and 500g			d
eye wrinkle stick		0.98	0.245	1.75	10 x 11	100	3.91	0.98	6.84½		glycerine, lemon and honey	500g			d
self-timing mask		1.344	0.336	2.40	10 x 12	10	0.56	0.14	0.98		KITIEN (1407 Jaccaz)				
KACEF (1153 SKF)						100	4.26	1.065	7.45½		lipstick indelible refill	3.30dz	0.82dz	0.50	
capsules 250 mg	20	2.81		TS	12 x 15	10	0.81	0.205	1.42		KOTEX (702 KC)				
	100	13.50		TS		100	6.34	1.585	11.09½		sanitary towels				
	500 mg	20	5.53	TS	16 x 20	10	1.43	0.36	2.50½		size 0 pack of 10				d
	100	26.65		TS	20 x 24	10	2.19	0.55	3.83½		size 1 pack of 5				d
suspension 125 mg/5 ml					chemicals						size 1 pack of 12				d
	100 ml	1.40		TS	Bromophen developer						size 2 pack of 12				d
	250 mg/5 ml				600 cc	0.16	..	..	0.24		LAEVODOSIN (218 Calmic)				
	100 ml	2.81		TS		1 l	0.30	..	0.45		ampoules	10 ml	0.68	..	1.19
KAMOL (1335 Wigglesworth)						2.5 l	0.42	..	0.63			10 x 10 ml	6.36	..	11.13
	jar	1.21dz	0.30dz	0.18		5 l	0.61	..	0.91½		tablets	250	3.70	..	5.55
ECUTIVE (845 GM)					Hypam fixer	300 cc	0.32	..	0.48		LAEYORAL (218 Calmic)				
shavers						1 l	0.68	..	1.02		liquid	250 ml	0.65	0.162	1.14
Combina travelling set	..	..	..	9.20	hardener						LAEYORAL-C (218 Calmic)				
Gemini	2.59	0.63	4.10		300 cc	0.21	..	..	0.31½		liquid	250 ml	0.74		
Ultimate	6.48	1.56	10.82		20 oz	0.37	..	..	0.55½		LAEVOSAN (218 Calmic)				
Romeo				d		2.5 l	0.27	..	0.40½		concentrate 40%				
ERROMYN (218 Calmic)						5 l	0.44	..	0.66		5 x 10 ml	0.41			
'S' tablets					IF 23	5 l	0.79	..	1.18½		LANVIS (208 BW)				
with folic acid					Ilfordix	1 l	0.25	..	0.37½		tablets	25	4.66		
existing entry				d		2 l	0.30	..	0.45		LARODOPA (1074 Roche)				
'S' folic tablets	100	0.34	..	0.51		5 l	0.50	..	0.75		tablets 500 mg	200	5.90		
	1000	3.00			Ilfosol	300 cc	0.24	..	0.36		LASTESTAR (775 Longdon)				
ORTAGESIC (1599 Winthrop)					liquid acid hardener						existing entry				d
tablets	100	1.36		†s4B		2 l	0.68	..	1.02		LASTESTAR (775 Longdon)				i
ROMENT (600 JH)						5 l	1.14	..	1.71		standard elastic yarn				
	6½ oz	0.084	..	0.10½	Microphen	600 cc	0.16	..	0.24		anklets	pr	1.36		
	14 oz	0.16	..	0.20		2.5 l	0.33	..	0.49½		kneecaps	pr	1.36		
	28 oz	0.288	..	0.36		13.5 l	1.16	..	1.74		stockings				
ANTS (1407 Jaccaz)					Perceptol	600 cc	0.16	..	0.24		above knee	pr	2.54		
existing entry				d		2.5 l	0.35	..	0.52½		below knee	pr	2.08		
ERMOLENE (104 BP)						5 l	0.54	..	0.81		thigh length for women				
medicated plasters					PQ universal developer						pr	2.62			
ointment	tube	1.325dz	0.335dz	0.17	300 cc	0.26	..	..	0.39		extra long	pr	2.96		
EROVITAL H3 (1251 TTC)						1 l	0.47	..	0.70½		thigh length for men				
tablets	25	1.00	..	1.50		5 l	1.50	..	2.25		with suspenders				
vials	12 x 5 cc	2.20	..	3.30	lamps, darkroom						pr	2.76			
	25 x 5 cc	4.40	..	6.60	No. 2		3.85	..	5.77½		extra long	pr	3.10		
LINTEEL (1335 Wigglesworth)					No. 4		9.50	..	14.25		LEMKEM (1335 Wigglesworth)				
lotion	0.99dz	0.25dz	0.15		No. 7		4.15	..	6.22½		hot lemon drink				
pastilles	1.05dz	..	0.13		No. 8		4.75	..	7.12½		sachets (6)	1.50dz	0.375dz	0.22	
shampoo	1.10dz	0.275dz	0.16		Junior		3.85	..	5.77½		LITENET (775 Longdon)				
											existing entry				



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		
LITENET (775 Longdon)				hairdressing aerosol	3672	2.81dz	0.68dz	0.42	RAPID (1335 Wigglesworth)				
standard elastic net				hair groom	3938	2.48dz	0.60dz	0.37	energy tablets	30	1.34dz	0.17	
anklets	pr	1.22		hair tonic	3941	3.90dz	0.95dz	0.58	READSON DUO-RAY (1448 FWR)				
kneecaps	pr	1.00		pre-electric shave	3611	4.16dz	1.01dz	0.62	existing entry				
stockings				roll-on	3640	4.16dz	1.01dz	0.62	READSON DUO-RAY (1448 FWR)				
below knee	pr	1.56		shampoo for men	3950	4.09dz	1.00dz	0.61	infra red and radiant heat apparatus				
thigh length for women	pr	2.00		shave mug	3700	5.37dz	1.31dz	0.80	adjustable floor stand				
thigh length for men				refill	3701	2.92dz	0.71dz	0.44	400	..	..	18.90	
with suspenders	pr	2.16		shaving bowl	3709	3.96dz	1.097dz	0.59	401	..	..	17.85	
lightweight elastic net				shaving cream lather	3820	2.92dz	0.71dz	0.44	402	..	..	17.70	
stockings					3822	1.67dz	0.41dz	0.25	collapsible stand	412	..	21.50	
below knee	pr	1.56		brushless	3830	2.92dz	0.71dz	0.44	413	..	..	20.45	
thigh length for women	pr	2.00			3832	1.67dz	0.41dz	0.25	414	..	..	20.30	
thigh length for men				shaving stick	3890	3.06dz	0.75dz	0.46	mobile floor stand				
with suspenders	pr	2.16		refill	3891	2.01dz	0.49dz	0.30	420	..	..	21.50	
				smooth shave	3690	3.02dz	0.74dz	0.45	421	..	..	20.45	
				soap	3792	1.83dz	0.45dz	0.26	422	..	..	20.30	
LIVING HAIR (1412 Jackel)				Burley					emitters				
protein conditioner	0.27	0.067	0.47	after shave lotion	3114	4.41dz	1.07dz	0.66	infra red	508	..	1.58	
shampoo 300 cc	0.335	0.084	0.58		3110	6.15dz	1.50dz	0.92	radiant heat	506	..	1.43	
MACLEANS (105 BTD)				travel pack	3119	4.81dz	1.17dz	0.72	irradiator ultra vitalux	..	..	5.55	
toothpaste				Cologne	3124	5.37dz	1.13dz	0.80	REDUCINE (1410 Reducine)				
freshmint and white fluoride					3120	7.92dz	1.93dz	1.18	(distributors 249 C & JL)				
standard	1.19dz	0.30dz	0.15%	deodorant aerosol	3151	3.06dz	0.75dz	0.46	REGENERANS (1251 TTC)				
large	1.725dz	0.435dz	0.22%	stick	3148	4.03dz	0.98dz	0.60	drops	20 ml	0.26	0.39	
economy	2.335dz	0.585dz	0.30%	hairdressing aerosol	4172	3.76dz	0.92dz	0.56	RETIN-A (922 Ortho)				
giant	2.91dz	0.73dz	0.38	hair cream	3139	3.20dz	0.78dz	0.48	acne treatment	30 ml	0.98	0.25	1.71%
MAILLECRIN (1407 Jaccaaz)				smooth shave	3154	3.76dz	0.92dz	0.56	RONSON (1079 Ronson)				
friction gloves	0.68	0.07	1.15	talcum	3141	3.90dz	0.95dz	0.58	Family hairstyler	..	..	7.97	
MAILLEPONGE (1407 Jaccaaz)					3140	5.71dz	1.39dz	0.85	ROTER (444 FAIR)				
toilet mitts	0.40	0.04	0.66	OPAS (1335 Wigglesworth)					tablets	20	0.18	0.045	0.29
MANDELAMINE (1310 WW)				powder	2 oz	0.64dz	0.16dz	0.09		500	3.50		
tablets 0.25 g	60	2.76dz	..		4 oz	1.09dz	0.27dz	0.16	packs of 360 and 720				
	500	16.32dz	..	tablets	8 oz	1.73dz	0.43dz	0.25	RUBIS POMPADOUR (1407 Jaccaaz)				
0.5 g	30	2.58dz	..		33	0.80dz	0.20dz	0.12	nail-polishing stones	3.30dz	0.82dz	0.50	
	250	14.34dz	..		66	1.31dz	0.33dz	0.19	RUPERT BEAR (189 BT)				
	500	27.60dz	..	roll	99	1.90dz	0.475dz	0.28	facial tissues	..	..	0.14	
MAWS (810 Maw)					(12)	1.34	0.335	0.07	R. V. T. (1335 Wigglesworth)				
Nursery Products				OPTICORTON (263 CIBA)					tonic elixir	230 ml	1.79dz	0.45dz	0.26
baby bottle and food heater	1.60	0.40	2.50	OPTICORTEN (263 CIBA)					SACSOL (1335 Wigglesworth)				
baby bottle warmer			d	ORIENTAL SPICE (1131 Shulton)					tablets	200	1.07dz	..	0.13
McKINTOL (1335 Wigglesworth)				after shave and shower	6229	3.02dz	0.74dz	0.45	ST. FRANCIS (1335 Wigglesworth)				
dandruff lotion 110 ml	1.58dz	0.395dz	0.23		6227	9.04dz	2.20dz	1.35	cat and dog products				
MEDI-SACHE (972 Pharmax)					6228	13.10dz	3.19dz	1.95	antiseptic ear drops	1.58dz	0.395dz	0.23	
25 ml sachets	250	2.50	..	dragonhead	..	9.40dz	2.29dz	1.40	antiseptic ointment	1.20dz	..	0.15	
MIA (839 Mia)				deodorant aerosol	6232	5.37dz	1.31dz	0.80	Brush-off aerosol	2.90dz	..	0.36	
blush tint	0.344	0.084	0.60	soap	6234	4.32dz	1.05dz	0.65	diarrhoea tablets	1.32dz	0.33dz	0.19	
concealer cream	0.344	0.084	0.60	talcum	6233	6.02dz	1.47dz	0.90	indigestion tablets	1.32dz	0.33dz	0.19	
cool gel cleanser	0.344	0.084	0.60	OTALGAN (1259 Unichem)					laxative tablets	1.32dz	0.33dz	0.19	
skin conditioner	0.344	0.084	0.60	entire entry				d	liquid shampoo	1.32dz	0.33dz	0.19	
toning cleansing	0.344	0.084	0.60	<b>OWBRIDGES (917 Organon)</b>					pain relief tablets	1.20dz	..	0.15	
eye tints	0.258	0.063	0.45	cough syrup	57 ml	1.524dz	0.381dz	0.20	roundworm tablets	1.20dz	..	0.15	
pearly	0.258	0.063	0.45	100 ml	2.292dz	0.573dz	0.30		sedative tablets	1.32dz	0.33dz	0.19	
face shaper	0.344	0.084	0.60	<b>OXYNHALER (183 BOC)</b>					tapeworm tablets	1.32dz	0.33dz	0.19	
foundation nature tint	0.344	0.084	0.60	packet inhaler complete	3.75	..	5.00		(cats and puppies)	1.32dz	0.33dz	0.19	
lipstick	0.287	0.07	0.50	bulbs	(5)	1.13	..	1.50	(dogs)	1.98dz	..	0.24	
maskara automatic roll-on	0.287	0.07	0.50	<b>PAEDO-SED (972 Pharmax)</b>					tonic/condition tablets	1.32dz	0.33dz	0.19	
pressed powder	0.287	0.07	0.50	children's sedative					(cats or dogs)	1.32dz	0.33dz	0.19	
MILO (883 Nestle)				sachets	12 x 5 ml	2.07dz	0.52dz	0.28	<b>SANICREPE (339 CG)</b>				
	8 oz	4.31		bottle	100 ml	2.37dz	0.60dz	0.32	cotton stretch bandage				
	(2 dz)			500 ml	0.68	..	..	0.91	5 cm	1.00dz			
16 oz	3.73dz			<b>PANADEINE CO (1599 Winthrop)</b>					7.5 cm	1.45dz			
Mr FIZZ (183 BOC)				tablets	24	2.495dz	0.625dz	0.36	10 cm	1.85dz			
super syrup concentrates	1.52dz	0.27dz	0.19	elixir	56 ml	1.57dz	..	0.20	15 cm	2.75dz			
syphon	11	2.54	0.29	tablets	25	1.07dz	..	0.13	<b>SAVENTRINE (972 Pharmax)</b>				
	21	3.68	0.41	100	1.87dz	..	0.24	0.38	tablets 30 mg	30	5.64dz	..	0.63
MODECATE (1176 Squibb)				<b>PANALEVE (1335 Wigglesworth)</b>					250	43.59dz	..	..	4.84
ampoules 2 ml	5	9.75	..	tablets	56 ml	1.57dz	..	0.20	<b>SAVLON (649 ICI)</b>				
<b>MONIL (858 Monil)</b>				tablets	25	1.07dz	..	0.13	babycare	100 g	2.88dz	..	0.35
<b>MONIL (861 MPC)</b>				100	3.03dz	..	0.38	0.38	cream	14	1.60dz	..	0.20
hair colour	0.145	0.035	0.30	<b>Pancreatin (1335 Wigglesworth)</b>					SCORVITE (1335 Wigglesworth)				
<b>MORNING PRIDE (312 AC)</b>				granules	226 g	24.00dz	..	3.00	tablets	14	1.60dz	..	0.20
shave cream brushless				<b>PARA HYPON (218 Calmic)</b>					<b>SEBADAC (772 Lon)</b>				
94 g			d	tablets	10	0.08	0.02	0.14	acne treatment pack	16.80dz	4.20dz	2.60	
<b>MOTIVAL (1176 Squibb)</b>				dp 100	0.68	..	..	†DDI	<b>SECONAL (413 Lilly)</b>				
tablets	1000	16.10	..	<b>PEDRIAN (1335 Wigglesworth)</b>					sodium Enseals 100 mg	100		d	
<b>MUSK OIL (1645 Alyssa Ashley)</b>				foot salve	1.09dz	0.27dz	0.16		<b>SEPICHLOR (1335 Wigglesworth)</b>				
1/4 oz	0.80	0.20	1.45	<b>PHENSIC (104 BP)</b>					lozenges	20	1.09dz	..	0.14
<b>NYSTATIN-DOME (1460 Dome)</b>				tablets	slide 20	1.325dz	0.335dz	0.17	<b>SILVERSTAR (775 Longdon)</b>				
ointment	15 g	0.40	TS	<b>PHYTEIA (1251 TTC)</b>					standard elastic yarn				
30 g	0.75	TS		rheumatism ointment					circular knit				
<b>NYSTAVESCENT (1176 Squibb)</b>				<b>PROCTOSEDYL (1087 Roussel)</b>					anklets	pr	0.97		
pepperies	15	0.48	TS	ointment	15 g	0.55	0.138	TS	kneecaps	pr	0.97		
100	3.04	TS		30 g	1.05	0.262	0.12	TS	stockings				
<b>OLD SPICE (1131 Shulton)</b>				solid	12	0.48	0.12		below knee	pr	1.53		
after-shave lotion	3712	3.45dz	0.84dz	<b>PROTEI-NAIL (1412 Jackel)</b>					thigh length for women	pr	1.77		
	3710	5.04dz	1.23dz	tube 1 1/2 oz	0.295	0.074	0.52		thigh length for men	pr	1.90		
travel pack	3719	3.90dz	0.95dz	bottle 3 1/2 oz	0.48	0.12							



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>SOFTEXE (339 CG)</b>				<b>TOLNATE (1153 SKF)</b>				<b>YEAST-VITE (104 BP)</b>			
household wool				ampoules 40mg/2ml			<i>d</i>	tablets large	2.415dz	0.605dz	0.31
pleated small	0.80dz	..	0.09					<b>YOUTHAIK (772 Lom)</b>			
medium	1.43dz	..	0.16	<b>TOMMEE TIPPEE (1412 Jackel)</b>				hairdressing	6.72dz	1.68dz	0.99
roll large	2.15dz	..	0.24	baby products							
<b>SPARKLETS (183 BOC)</b>				D36/37	..	..	0.13				
existing entry			<i>d</i>	TT05	..	..	0.39				
<b>SPARKLETS (183 BOC)</b>			<i>i</i>	TT06	..	..	0.15	<b>AMENDMENTS TO KEY TO SUPPLIERS</b>			
beertap	2.03	0.23	2.95	TT07	..	..	0.13	70 AHF	= Associated Health Foods Ltd,		
trio set	3.03	0.34	4.40	TT09	..	..	0.39		South Street, Godalming,		
barrel and tray	1.00	0.11	1.45	TT275	..	..	2.25		Surrey, Godalming 23525		
tray	1.03	0.12	0.25	TT601	..	..	0.49	249 C & J L	= Chave & Jackson Ltd,		
	(½ dz)	(½ dz)		TT614	..	..	0.39		6 Broad Street,		
bulbs				TT616	..	..	0.12		Hereford. 0432 2152		
'C'	10 4.36dz	0.78dz	0.55	WP50	..	..	0.89	409 EH	= Edwards Harlene Ltd, Ashetree		
'J'	6 2.25	..	3.00	WP56	..	..	0.55		Works, Kingston Road,		
concentrates	2.24dz	0.40dz	0.28	WP109	..	..	0.20		Leatherhead, Surrey,		
Corkmaster	1.04	0.12	1.50	WP114	..	..	0.55		Leatherhead 76151		
home brew kit				WP117	..	..	0.55	577 Harvey	= Harvey & Co. Ltd,		
beers	8.92dz	..	0.99	WP121	..	..	0.49		147 Upper Rathmines		
wines	8.92dz	..	0.99	WP143	..	..	0.77		Road, Rathmines,		
ice bowl	1.21 2.73	0.31	4.40	WP147	..	..	0.37		Dublin 6, Ireland		
	21 3.91	0.44	6.30	WP148	..	..	0.55				
de luxe	1.21 3.04	0.34	4.90	WP170	..	..	0.25				
syphons				<b>TRASICOR (262 CIBA)</b>							
Ambassador	6.14	0.69	9.90	tablets 80 mg 100	3.98						
Aquarius	3.53	0.40	5.10								
Executive	4.50	0.51	6.50	<b>TRIMACORN (1644 Swann-Morton)</b>							
Globemaster	5.19	0.58	7.50	corn plane 10	0.625	0.155	0.99	588 H & H	= Heath & Heather Ltd, Division		
Hostmaster	3.53	0.40	5.10	blades 100	0.50	0.125	0.79		of Associated Health Foods Ltd,		
drip tray	0.17	..	0.23½						South Street, Godalming,		
vacuum jugs	1.19	0.13	1.95	<b>TUSSOBRON (1335 Wigglesworth)</b>					Surrey, Godalming 23525		
<b>SPARKLOID (183 BOC)</b>				pastilles 30	1.05dz	..	0.13 †	737 Lavapine	= Lavapine Ltd, Redroof,		
tablets	0.12	0.04	0.20	syrup 56 ml	1.32dz	..	0.16 †		Balgavies By Forfar,		
<b>STA-BLOND (1113 S &amp; B)</b>				114 ml	2.03dz	..	0.26 †		Angus. Aberlemno 268		
bottle 120 cc	2.20dz	0.55dz	0.29	<b>ULCANON (1335 Wigglesworth)</b>				823 M & R	= McKesson & Robbins Ltd, Haine		
80 cc			<i>d</i>						Industrial Estate, Ramsgate,		
<b>STANOXYL (311C)</b>			<i>d</i>	Gelets	1.16dz	0.29dz	0.17	845 GM	= Gordon Miller Ltd, 10 Stafford		
<b>STANOXYL (311C)</b>			<i>i</i>		1.05dz	0.26dz	0.15		Road, Wallington, Surrey		
<b>STOMAHESIVE (1176 Squibb)</b>				<b>VANEXANE (1335 Wigglesworth)</b>					01-669 1308		
plasters 10 cm x 10 cm				head lotion 56 ml	1.00dz	0.25dz	0.15	878 Napp	= Napp Laboratories Ltd, Hill		
5 2.45				<b>VARIBAN (339 CG)</b>					Farm Avenue, Leavesden,		
existing entry for plasters			<i>d</i>	elastic adhesive bandage B.P.C.					North Watford, Herts.		
<b>STYX (1523 Rallet)</b>				2.5cm x 4.5m	1.65dz	..	0.20½	1314 Weddel	= Weddel Pharmaceuticals Ltd,		
pulse perfume	0.539	0.135	0.95	5cm x 4.5m	2.90dz	..	0.34		4th Floor, Salisbury House,		
<b>SUDAFED (218 Calmic)</b>				7.5cm x 4.5m	4.25dz	..	0.52	1423 Jaynox	= Jaynox Ltd, Newstead Industrial		
elixir 150 ml	0.25	..	0.37 †	10cm x 4.5m	5.55dz	..	0.66½		Estate, Trentham, Stoke-on-		
tablets 100	0.64	..	0.96 †sl	<b>VASOGEN (972 Pharmax)</b>					Trent. Stoke-on-Trent 58541		
<b>SUN REAL (918 Or-Lem)</b>				silicone 500 g	1.32	..	1.76	1448 FWR	= F. W. Read & Sons Ltd, 6		
existing entry			<i>d</i>	<b>VAXIHALER-FLU (1061 Riker)</b>					Clerkenwell Road, London		
<b>SUN REAL (918 Or-Lem)</b>			<i>i</i>	metered dose aerosol vaccine 25 dose				1522 UJPC	= Union Jack Paste Co. (1972)		
orange/lemon drink	1.38dz	tax paid	0.15	plus 25 nasal applicators	17.50				Ltd, Fore Street, Chulmleigh,		
low calorie orange/lemon/				<b>V-CIL-K (413 Lilly)</b>					Devon EX18 7BR.		
pineapple	1.06dz	tax paid	0.11	syrup paediatric 125mg/5ml 60ml			<i>d</i>	1616 Lipha	= Chulmleigh 221		
low calorie lime juice				<b>VENO'S (104 BP)</b>							
cordial	1.14dz	tax paid	0.11½	cough mixture large	2.335dz	0.585dz	0.30	1643 Eucomark	= Eucomark Distributors Ltd,		
<b>SUSIES (1335 Wigglesworth)</b>				with honey and lemon	2.335dz	0.585dz	0.30		Raphael House, 226 High		
perfect cleaner	1.23dz	..	0.15	large				1644 Swann Morton	Street North, London		
<b>SWAVE (775 Longdon)</b>				<b>VESAGEX (1335 Wigglesworth)</b>					E.6. 01-552 4344		
lightweight elastic yarn				antiseptic ointment 60 g	2.11dz	..	0.26	1645 Alyssa Ashley	= Alyssa Ashley Division of		
thigh stockings	1.60			500 g	0.74	..	1.11		Houbigant Ltd, Salbrook		
<b>SYLVIA (339 CG)</b>				<b>VIVELLE (451 F&amp;J)</b>					Road, Salfords, Redhill,		
sanitary towels				body talc	..	2.12dz	0.505dz	0.29	Surrey. 02934 71561		
10 popular	1.29dz	..	0.13½	<b>VOSENE (105 BTD)</b>				1646 Dein	= Dein Brothers (Food Importers)		
10 size 3	1.92dz	..	0.20	shampoo liquid					Ltd, Terminal House, Olaf Street,		
10 maternity	2.20dz	..	0.23	standard	1.305dz	0.33dz	0.17	1647 SML	= Sterling Mansell Ltd, Mansell Way,		
existing entry for maternity and size 3			<i>d</i>	economy	2.225dz	0.56dz	0.29		Horwich, Bolton BL6 6JC.		
<b>TEEDA (1219 Teeda)</b>			<i>d</i>	<b>WALT DISNEY (1647 SML)</b>					Horwich 68611		
<b>TEEDA (705 Kirby)</b>			<i>i</i>	tissues	2.88						
<b>THERASAL (695 TK)</b>				(3 dz)							
50 g	0.16	..	0.24	<b>WATERSPRITE (1160 Solport)</b>							
250 g	0.36	..	0.54	face cloths 1508	3.12	0.35	0.25				
<b>THICKEN HAIR (1412 Jackel)</b>				(1½ dz)		(1½ dz)					
conditioner 21 cc	0.105	0.026	0.18½	1506	1.60	0.18	0.26				
100 cc	0.295	0.074	0.52	(10)		(10)					
<b>THRU (848 Minnesota)</b>				<b>WITCH DOCTOR (427 Ethichem)</b>							
gel			<i>d</i>	(distributors 1556 Farillon)							
				witch hazel gel	..	1.42dz	0.355dz	-0.19			
				<b>WITCH STIK (1363 SAL) existing entry</b>				<i>d</i>			
				<b>WITCH STIK (427 Ethichem)</b>							
				(distributors 1556 Farillon)							
				solid witch hazel	..	2.15dz	0.54dz	0.29			

# Safapryn\*

brand of enteric-coated acetylsalicylic acid with paracetamol

for musculo-skeletal pain

provides  
high-dose  
aspirin free  
from gastric  
irritation



Pfizer

PFIZER LIMITED  
SANDWICH, KENT

17422



## THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>ALBERTO-CULVER (24 ACC)</b>				gauze ribbon					<b>LUCOZADE (103 Beecham)</b>		
Get Set				non sterilised					small	1.535*	0.215
hairspray				1.25cm x 5m	0.62dz				(2 dz)		a
normal hold 150 g	1.87dz	0.45dz	0.26 c	1.25cm x 10m	0.72dz						
303 g	2.96dz	0.70dz	0.41	sterilised					* includes 0.215 (2 dz) bottle deposit		
super hold 150 g	1.87dz	0.45dz	0.26 i	1.25cm x 5m	0.84dz				large	2.035dz*	0.315dz
303 g	2.96dz	0.70dz	0.41	1.25cm x 10m	1.20dz						
shampoo sachet	0.21dz	0.05dz	0.03	2.5cm x 5m	0.84dz				* includes 0.315 dz bottle deposit		
560 cc	3.20dz	0.76dz	0.44	2.5cm x 10m	1.32dz						
<b>VO5</b>				gauze tissue B.P.C.	4 oz				<b>MEDISOAP (436 Evans)</b>		
hairspray 75 g	1.33dz	0.32dz	0.19 r	16 oz	6.60dz				entire entry		d
entry for shampoo			d						<b>MINERS (876 MP)</b>		
<b>LEXA (599 Henley)</b>				zinc oxide spoils					bare make-up	3G06	1.70dz
existing entries			d	1/2in x 1yd	0.48dz				bright eyes	3GG4	2.25dz
<b>LEXA (1364 HMS)</b>				1in x 1yd	0.60dz				darker liner	3G24	1.02dz
plastic occlusive dressings			i	1/2in x 3/4yd	0.96dz				eye autoliner	3JF2	2.11dz
arm sleeve				1in x 3/4yd	1.32dz				refill	3JF4	1.64dz
small OD/1	0.25			1/2in x 5yd	1.20dz				eyebrow pencil	3J18	0.82dz
large OD/2	0.25			1in x 5yd	1.80dz				eye brush	3G19	1.02dz
foot bag OD/6	0.25			2in x 5yd	2.88dz				eye gel	3GG1	1.64dz
OD/26	0.25	0.025		3in x 5yd	3.96dz				eyelashes		
gloves				1/2in x 10yd	1.80dz				crisscross		3.54dz
small OD/30	0.25	0.01		1in x 10yd	2.76dz				extra fakes		2.18dz
OD/14	0.50	0.041		burn dressings No 12					roundy, natty, flashy		3.20dz
medium OD/31	0.25	0.01		capsicum tissue 1oz, 2oz, & 4oz					lower, flighty, sweepers,		
large OD/15	0.50	0.041		capsicum wool 1oz, 2oz & 4oz					feathers, overs and unders,		
OD/32	0.25	0.01		<b>CHUKKA (774 LR)</b>					underlash		3.54dz
OD/16	0.50	0.041		entire entry					eye paint	3JG9	1.64dz
shorts OD/24	0.50	0.032		<b>CLARKE'S (764 L&amp;M)</b>					eye shadow pearly		
OD/25	0.50	0.034		<b>CLARKE'S (558 Halas)</b>					3J85	1.17dz	0.292dz
OD/11	0.50	0.035		<b>CONTROVLAR (1479 SCL)</b>					eye shadow applicator		
OD/12	0.50	0.035		tablets 500					3GC6	1.02dz	0.255dz
OD/13	0.50	0.045		<b>DO-DO (6571L)</b>					eye shadow wand		
torso vest, child				asthma tablets 24	0.1666	0.0416	0.25 †s7a		3GH5	2.25dz	0.563dz
junior OD/21	0.50	0.051		<b>DYLON (816 Mayborn)</b>					3JG8	1.64dz	0.41dz
adult				Miss Dylon					eye shockers kit	3GH4	2.25dz
OD/7	0.50	0.056		instant shoe colour	3.20dz	..	0.40 i		face fixers	3GB1	1.64dz
trousers, child OD/22	1.00	0.063		conditioner	1.00dz	..	0.12 1/2		face shiner	3GO1	1.09dz
junior OD/23	1.00	0.069		existing entries for shoe colour					face wash	3GC3	0.95dz
small OD/8	1.00	0.076		and conditioner					frosted blusher	3GD1	1.09dz
medium				<b>EUCERIN (1154 SNP)</b>					Glo	3GO3	1.50dz
OD/9	1.00	0.079		anhydrous dp 500 g	0.47				hair colour shampoo		
large OD/10	1.00	0.093		dp 2 kg	1.35				3G37	1.02dz	0.255dz
leg sleeve small OD/3	0.25			hydrous dp 500 g	0.36				with developer	3G38	1.57dz
medium				dp 2 kg	0.88				hair lacquer spray	3G37	1.66dz
large OD/4	0.25			dp 4 kg					3GB7	1.66dz	0.415dz
ileo/colostomy bags	2.15			<b>FIX (1351 WLU)</b>					highlighter	3JF8	1.09dz
adjustable elastic belts				hair conditioner					lip shiner	3G12	1.02dz
pr 0.275				<b>FURACIN (1153 SKF)</b>					lipstick	3ID5	0.95dz
<b>UNAFRANIL (501 Geigy)</b>				<b>FURACIN (403 Eaton)</b>					swivel	3ID6	1.70dz
capsules 10 mg 100	1.18		†s4B•	(distributors 1153 SKF)					make-up stick	3G74	1.70dz
<b>ELL &amp; HOWELL (107 B&amp;H)</b>				<b>FURADANTIN (1153 SKF)</b>					mascara block	3G30	1.02dz
(distributors Southall Bros & Barclay)			i	<b>FURADANTIN (403 Eaton)</b>					brush-on	3G25	1.70dz
<b>EMAX (103 Beecham)</b>				(distributors 1153 SKF)					runproof	3G51	1.70dz
10 oz 2.13dz			a	<b>FUROXONE (1153 SKF)</b>					autobrush	3J26	1.64dz
20 oz 3.75dz				<b>FUROXONE (403 Eaton)</b>					refill	3J27	1.17dz
<b>JENYLIN (938 PD)</b>				(distributors 1153 SKF)					lash-on	3J67	1.90dz
paediatric 500 ml	0.56		†s7•	<b>GASTRILS (1154 SNP)</b>					refill	3J68	1.50dz
2.25 l	2.30		†s7	pastilles 24	0.26	0.065	0.45 1/2a		matt shadow stick	3J21	1.02dz
<b>FRONTINA (192 Brocades)</b>				240	2.18	0.545	3.81 1/2		nail lacquer	3GD3	1.17dz
aerosol			d	<b>GERBER (315 CPC)</b>					frosted	3GD4	1.77dz
<b>IRUT (446 FI)</b>				fruits					remover	3G16	0.82dz
after shave creme lotion				all varieties 6 oz	0.785dz	..	0.08 a		powder shadow	3J22	1.02dz
5624	0.76	0.19	1.40 i	<b>GLYMIEL (1351 WLU)</b>					Quick clean	3GC4	0.95dz
creme shave aerosol				jelly economy	1.66dz	0.415dz	0.24 i		roll-on foundation		
5401	0.51	0.1275	0.95 r	protective hand cream					3GG7	1.90dz	0.475dz
essence de Brut atomiser				large					rosy cheek rouge	3JF7	1.09dz
5649	3.51	0.8775	6.50 i	<b>GUMPTION (1351 WLU)</b>					shadow stick frosted		
refill	5619	1.35	0.3375	paste 'A' 7 1/2 oz	1.98	..	0.11		3J96	1.17dz	0.292dz
hair spray	5402	0.51	0.1275	'B' 15 oz	1.575dz	..	0.17 1/2		shaper	3JF7	1.09dz
lotion 3.2 oz	5443	1.29	2.40 i	'C' 30 oz	2.43dz	..	0.27		Smoothie	3G02	1.50dz
shower buff-deodorant powder				<b>INAPASADE (1154 SNP)</b>					mirror compact		
5400	1.18	0.295	2.20	granules 60 pkts	3.37	..	4.56 TSa		3GF4	2.18dz	0.545dz
soap liquid	5660	0.51	0.1275	120 pkts	6.36	..	9.54 TS		3JF3	1.36dz	0.34dz
magnum	5610	0.62	1.15	paediatric 60 pkts	1.37	..	2.06 TS		3GB4	1.36dz	0.34dz
talcum shaker	5727	0.51	0.1275	<b>INAPASADE S. Q. (1154 SNP)</b>					3JF9	1.09dz	0.273dz
<b>ERTOR (786 Macdonald)</b>				granules 30 pkts	3.12	..	4.68 TSa		Take Care	3GB3	0.95dz
belladonna plasters				<b>KIKU (446 FI)</b>					trick tan	3GB5	1.23dz
white cloth				antiperspirant spray					water colour eye shadow		
5in x 7 1/2in	0.72dz		a	3 oz 0526	0.45	0.1125	0.85 c		3GG2	1.17dz	0.292dz
7in x 11in	1.32dz			2 oz pack			d		3GH2	3.00dz	0.50dz
cellulose tissue 16 oz	0.32			perfume					<b>MINIMS (1154 SNP)</b>		
wadding 16 oz	0.19			de luxe 3.7 cc	0.541	1.35	2.50 c		single dose eye drops		
				talcum	0.535	0.48	0.90		amethocaine hyd. 0.5%		
									20	0.61	..
									100	2.44	..
									1.0%		
									20	0.61	..
									100	2.44	..
									2.0%		
									20	0.61	..
									100	2.44	..
									atropine sulph. 1.0%		
									20	0.61	..
									100	2.44	..
									0.91 1/2†sl		
									3.66 †sl		
									0.91 1/2†sl		
									3.66 †sl		

For sore throats—mouth infections—sore gums

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One pack O.T.C./prescription

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	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p.	Retail £.p		Trade £.p	Tax £.p	Retail £.p
benoxinate hyd. 0.4%				mens				PLJ (103 Beecham)			
20	0.61	..	0.91½†	4795	2.00dz	..	0.25	standard	1.945dz*	0.30dz	a
100	2.44	..	3.66 †	4823	1.44dz	..	0.18	large	3.095dz*	0.505dz	
chloramphenicol 0.5%				5206	10.00dz	..	1.25	* Includes 0.30dz bottle deposit			
20	0.61	..	0.91½TS	5221	6.00dz	..	0.75	PRIMODIAN (1479 SCL)			
100	2.44	..	3.66 TS	1881 clip-ons	2.40dz	..	0.30	entire entry			d
cyclopentolate hyd. 0.1%				universal				PRIMOTESTON DEPOT (1479 SCL)			
20	0.61	..	0.91½	5065	1.60dz	..	0.20	ampoules 50 mg	3		d
100	2.44	..	3.66	polarised				PRODERMIDE (695 TK)			
0.5%				aviator				solid	40 g	0.16	0.04
20	0.61	..	0.91½	127	1.15	0.01	1.75	PYCAMISAN (1154 SNP)			
100	2.44	..	3.66	127 GUN	1.41	0.01	2.15	BD cachets	240	2.68	4.02 TSa
1.0%				ladies				480	4.99	..	7.48½TS
20	0.61	..	0.91½	108	0.98	0.01	1.50	PH 10 cachets	100	1.185	1.78 TS
100	2.44	..	3.66	114	1.15	0.01	1.75	500	4.74	..	7.11 TSa
ephedrine hyd. 5.0%				122, 136, 134 CR	1.41	0.01	2.15	33 cachets	100	1.26	1.89 TS
20	0.61	..	0.91½†	124, 130, 180	1.22	0.01	1.85	50 cachets	100	1.32	1.98 TS
fluorescein sod. 2.0%				128	1.06	0.01	1.60	PYCASIX (1154 SNP)			
20	0.61	..	0.91½	130 CR, 130 GUN	1.48	0.01	2.25	cachets	180	2.68	4.02 TSa
100	2.44	..	3.66	141	0.83	..	1.25	360	4.99	..	7.48½TS
homatropine hyd. 1.0%				182	1.94	0.01	2.90	PYCAZIDE (1154 SNP)			
20	0.61	..	0.91½†sl	106 clip-ons	0.66	..	1.00	tablets 50 mg	100	0.135	0.20 TSa
100	2.44	..	3.66 †sl	mens				1000	0.915	..	1.37 TS
2.0%				123, 137	1.41	0.01	2.15	100 mg	100	0.22	0.33 TS
20	0.61	..	0.91½†sl	117	1.55	0.01	2.35	500	0.87	..	1.30½TS
100	2.44	..	3.66 †sl	135 CR, 135 GUN	1.48	0.01	2.25	REBAN (525 Golden)			
hyoscine hyd. 0.2%				167	1.65	0.01	2.50	setting lotion	large	2.82dz	0.70dz
20	0.61	..	0.91½†	181	1.33	0.01	2.00	RECITAL (525 Golden)			0.40 r
100	2.44	..	3.66 †	183	1.94	0.01	2.90	hair colourant			
neomycin sulph 0.5%				105 clip-ons	0.66	..	1.00	super blonding lightener	5.58dz	1.40dz	0.79 i
20	0.61	..	0.91½TS	pilot				super blonding bleach			d
100	2.44	..	3.66 TS	161, 165	1.55	0.01	2.35	SCHERIPROCT (1479 SCL)			
phenylephrine hyd. 10%				universal				ointment 50 x 10 g			d
20	0.61	..	0.91½	107	1.15	0.01	1.75	SHLOER (103 Beecham)			
100	2.44	..	3.66	113, 184	1.29	0.01	1.95	apple juice	small	1.745*	0.25
pilocarpine nit. 1.0%				125, 135	1.22	0.01	1.85	(2 dz)	(2 dz)		a
20	0.61	..	0.91½†sl	131	1.06	0.01	1.60	large	2.00dz	0.36dz	
100	2.44	..	3.66 †sl	133 GUN	1.41	0.01	2.15	* Includes 0.25 (2 dz) bottle deposit			
2.0%				139	0.66	..	1.00	SPONTEX (1174 Sponcel)			
20	0.61	..	0.91½†sl	143	0.76	..	1.15	Moppet sponge	0.41dz	0.046dz	0.05½a
100	2.44	..	3.66 †sl	166	1.55	0.01	2.35	3 in-a-bag Moppet	1.08dz	0.121dz	0.14½
3.0%				OUTDOOR GIRL (876 MP)				THERAPAS (1154 SNP)			
20	0.61	..	0.91½†sl	lip glosses				powders 3.5 g	100	2.68	..
100	2.44	..	3.66 †sl	collection	2.39dz	..	0.35	cachets and powders 1.0 g			4.02 a
4.0%				water creams	1.70dz	..	0.25	THERASAL (695 TK)			
20	0.61	..	0.91½†sl	Tawny				50 g	0.13	..	0.20 r
100	2.44	..	3.66 †sl	eyebrow pencil 5G15	1.02dz	0.255dz	0.15 a	250 g	0.30	..	0.45
rose bengal 1.0%				eye liner liquid 5G13	1.70dz	0.425dz	0.25	THERAZID (1154 SNP)			
20	0.61	..	0.91½	eye shadow liquid				cachets	100	1.22	..
100	2.44	..	3.66	5G12	2.04dz	0.51dz	0.30	powders	100	2.56	..
sodium chloride 0.9%				stick 5G11	1.02dz	0.255dz	0.15	500			3.84 TS
20	0.61	..	0.91½	fragrance				fork	100	2.87	..
100	2.44	..	3.66	mini perfume				THIAZINA (1154 SNP)			
sulphacetamide sodium 10%				5G17	1.57dz	0.392dz	0.25	tablets			
20	0.61	..	0.91½†s4B	spray mist 5G16	3.75dz	0.937dz	0.55	25 mg thiacetazone			
100	2.44	..	3.66 †s4B	glow on 5G04	1.02dz	0.255dz	0.15	+ 50 mg isoniazid	1000	0.80	..
30%				lipstick plain trial	5G07	1.02dz	0.255dz	75 mg thiacetazone			1.20 TSa
20	0.61	..	0.91½†s4B	5G08	1.70dz	0.425dz	0.25	+ 150 mg isoniazid			d
100	2.44	..	3.66 †s4B	lipstick pearl trial	5G05	1.02dz	0.255dz	THIOPARAMIZONE (1154 SNP)			
ORINYL-1 (1584 Syntex)				swivel 5G06	1.70dz	0.425dz	0.25	tablets 75 mg	1000	1.10	..
tablets 20 x 21	5.80		†s4Ba	mascara brush 5G14	1.70dz	0.425dz	0.25	5000	4.47	..	1.65 a
ORINYL-2 (1584 Syntex)				nail lacquer plain	5G09	1.70dz	0.425dz	0.25	packs of 25 mg and 50 mg		6.70½
tablets wallet 21	0.32	..	†s4Ba	frosted	5G10	1.70dz	0.425dz	0.25	TIGRESS (446 FI)		
20 x 21	6.40		†s4B	rouge powder 5G03	1.02dz	0.255dz	0.15	savon extraordinaire in case	4015	0.43	0.1075
LIVE (1315 HW)			d	Silk Finish 5G02	1.36dz	0.34dz	0.20	WELLDORM (1154 SNP)			
existing entry			i	Touch 5G01	1.36dz	0.34dz	0.20	elixir	150 ml	0.33	..
LIVE (1315 HW)				PARAMISAN (1154 SNP)				500 ml	0.84	..	0.49½†s4B
nail pliers	69001	7.20dz	0.90	sodium pashets	100	0.87	..	tablets 650 mg	50 and 250		d
sunglasses				500				WYOVIN (1352 Wyeth)			
british				powder	100 g	0.37	..	tablets	250		d
175	2.00dz	..	0.25	500 g		1.44	..	XANADU (446 FI)			
176	4.00dz	..	0.50	1000 g				esprit de parfum spray	1.49	0.372	2.75 i
childrens 4749	0.80dz	..	0.10	tablets	100	0.24	..	ZIZANIE (446 FI)			
ladies				500		0.94	..	talc	4 oz	..	1.25 i
1962	10.00dz	..	1.25	PARAZONE (671 Jeyes)				AMENDMENTS TO KEY TO SUPPLIERS			
1973	8.00dz	..	1.00	existing entry				403 Eaton	= Eaton Laboratories, 125 High		
4812, 4816	4.00dz	..	0.50	PAROZONE (671 Jeyes)				558 Halas	= Halas Laboratories Ltd, Thorp Arch		
4824	1.44dz	..	0.18	1 gal	0.335	..	0.39 c	673 J of H	= Johnsons of Hendon Ltd, Radlett		
5220	6.00dz	..	0.75	PHARMATON (1545 Vestric)				Road, Colney Street, St. Albans,			
1880 clip-ons	2.40dz	..	0.30	capsules	100	3 60	0.90	6.30 c	Herts. AL2 2EA, Radlett 4747		
ladies/mens											
4751	2.40dz	..	0.30								
4752, 5132	4.00dz	..	0.50								
4753	4.80dz	..	0.60								
4754, 5256	8.00dz	..	1.00								
4755	0.96dz	..	0.12								
5130	2.80dz	..	0.35								
5131	3.20dz	..	0.40								
5257	10.00dz	..	1.25								

## PRICES STANDSTILL

The prices given in this supplement, so far as we can ascertain, were in operation before the "price freeze".



# CHEMIST & DRUGGIST

## ~~QUARTERLY~~ PRICE LIST

Changes published cumulatively in the Chemist & Druggist

vol 13 no 3 September 1972

Commencing March 1973...

# A new standard in price information services from Chemist & Druggist

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**More Information** – Ethical products will be qualified by the approved name to aid rapid cross checking for alternatives.

Cosmetic products forming part of a range will be listed together under the manufacturer's name.

Where appropriate, such products will also appear alphabetically through the Price List, cross referenced to the manufacturer's name.

## Chemist & Druggist

The complete service for retail pharmacy



Monopolies Commission, condoms 243, Glaxo merger comment 111, Press comment 95, reasons for rejection 113, Xrayser 96, 130  
 Morgan, E. A. G. people 65  
 Morgan and Phelps, business closed 95  
 Morison, James and his pills, feature 851  
 Morny Ltd, bubble bath for children 767, soaps and talcs for children 466  
 Morris, G. corree. 281  
 Morris, Philip and Co. Personna International name change 256  
 Morson, Thomas & Co. Ltd, stopping production 64, 129  
 Morton, M. & R. Ltd, soaps selected for Design Centre 371  
 Moss, E. Ltd, appt. 464  
 Mothercare Ltd, shares for sale 36, 95  
 Mott, K. M. acquisition 591  
 Mozambique, imports from South Africa 130  
 Munton and Fison Ltd, launch lager pack 232  
 Myram Pickler Ltd, Gala Affair 11, Mary Quant 8, 12, Miners lashes 38

## N

N.L. Industries Inc, joint venture 463  
 Napp Laboratories Ltd, bonus offer 810  
 National Cash Register Co. Ltd, earnings 630, NCR 230, register 655, trading 182  
 National Economic Development Office, comment 433, focus on pharmaceuticals 434, plastics industry report 94  
 NHS General Pharmaceutical Services, Working Party (Linstead) report 217  
 National Health Service, boundaries 4, childrens free prescriptions 758, container allowance—Scotland 493, free prescriptions leaflet 805, General Pharmaceutical Services report 34, health centres 425, levodopa and methylodopa tablets 665, Local Pharmaceutical Committees, Linstead report 494, remuneration—Scotland 511, turnover 33, Scottish course allowances 909  
 National Health Service Reorganisation, management arrangements 381, White Paper 381, England—White Paper 179, 198, Wales—White Paper 217  
 National Insurance Contributions, part timers 326, new rates 326  
 National Newsagent, cough and cold remedies 462  
 National Opinion Poll, survey 470  
 NPU Holdings Ltd, chairman's statement 366  
 NPU Marketing Ltd, appts. 802, bonus offer 890, Refrane capsules 892  
 Negram, patent infringement 125  
 Netherlands, cosmetic sales 393  
 Network Technical Distributors Ltd, formation 394  
 Newey Goodman Ltd, consumer offer 638  
 New pharmacy, house sacrificed for 15  
 Newstead, J. art, illust. 918  
 Newton, A. H. corree. 896  
 Nicholas International Ltd, accounts 328, acquisition 591, sales 496  
 Nicholas Products Ltd, Aspro junior campaign 304  
 Nickel, Miss Barbara, people 257  
 Nielsen, A. C. Co. Ltd, direct mail coupons 178  
 Nielsen Drng Index, Drug store sales in USA 7  
 Nielsen Researcher, chemists' turnover 885, need for retailer 627  
 Nielsen Retailer Report, May-June 393  
 Nolan, Dominio, sweepstake win 94  
 Norbrook Laboratories, increase production 669  
 Norell, Norman, new floral perfume 599  
 Norgine Ltd, appt. 910  
 Northern Ireland, local pharmaceutical committee nominations 181, 805, prescriptions dispensed 670, statistics 494, 911, Pharmacist-priest shot 63  
 Poisons List Order and Poisons Regulations 185  
 Norton, H. N. Ltd, price correction 12  
 Norton, M. and R. Ltd, cream for nails 66, Fragrance of the Woods soaps 99  
 Notes on new medicaments, Althesin 149, Andursil 596, Calcitane 316, Depixol 12, Ketalar 149, Praxillene 12, Rythmodan 596, Velosef 912  
 Nottingham's oldest pharmacy, closes, illust. 780, Xrayser 805  
 National Pharmaceutical Union, and EEC 681, annual report 835, appt. 888, area meeting—Bedford 681, Barclay card concession 627, deputy secretary 493, diabetes booklet 867, EEC officials entertained 82, executive election 716, 833, Pharmaceutical Society, council visit, illust. 734, subscription increase 254, Turn-o-matio 655, undecided about

EEC principles 629, VAT and GTC sales 862, VAT meetings 862  
 Branches, Bournemouth and East Dorset 21, Northumberland and Gateshead 402  
 Northgate Instruments Ltd, microscope 912  
 Nnfield Foundation, grants 464  
 Nutrition and sport. 63

## O

Odex Racasan Ltd, accounts 836, growth expected 36  
 Office of Health Economics, medical care in developing countries 834, medicine and society 534, poisonings information sheet 670, publications 589  
 Office definition 915  
 Olivers (Barnstaple) Ltd, extension 394  
 Olympic Games, testing for drugs 265  
 Open Shop, co-operation lacking 569, drug reactions 734, Linstead report 315, 734  
 Opiates, no ban 179  
 Optrex Ltd, Famel 598  
 Oral contraceptives, approval of 628, mini pill 682, prescribing in Anstralla 20  
 Oral Hygiene, supplement 153  
 Organon Inc, purchase Penick Canada Ltd, 718  
 Oriane, Jean D'Albret Ltd, Messire range 69, Xmas packaging 305  
 O'Rourke, T. I. comment 687  
 Ortho diagnostics, Grayindex change 226  
 Ortho Medical Journalism Awards, illust. 127  
 Ortho Pharmaceuticals Ltd, open day, illust. 495  
 Osborne, H. G. M. retirement 630  
 Outdoor Girl Cosmetics, Tawny perfume 501, Water creams 892, Xmas gifts 767  
 Ozanol Laboratories, fire 596

## P

Packers Supply Co. Ltd, non-metallic strapping 167  
 Packs, child resistant, report 886  
 Page, Charles, & Co. correction 6  
 Pan Britannica Industries Ltd, appt. 888, bonus offer 504  
 Paracetamol, increase in self poisoning 803  
 Paramont Plastics Ltd, improved 5 ml, spoon 596  
 Paragat, action urged 575, deaths 179  
 Parfums Givenchy Ltd, consumer offers 70, 600  
 Parke-Davis & Co, Abbott Laboratories distribution 397, appt. 496, Elre distribution change 69, ethical shortage 861, manufacture of empty gelatin capsules, illust. 38  
 Parker, A. L. people 889  
 Parker, W. R. C. people 65  
 Patel, Mrs. M. C. corree. 281  
 Paterson Products Ltd, film clip 140, Photokina new products 467, universal tank 912  
 Payne, P. P. Ltd, appt. 367  
 Payot Ltd, Amnioloderm additions 139, range extended 501  
 Pears, A. and F. Ltd, Three Wishes range 259, 372  
 Peel, Dr. John, paper on contraception 34  
 Pendred, Norman & Co. Ltd, address 867, merger 630  
 Peppermint-water, warning 93, Xrayser 130  
 Peretz, S. M. appt. 534  
 Perl, J. L. Ltd, bonus offer 371  
 Perris, Mrs. C. people 130  
 Perrot, E. G. & Co. Ltd, Well De Well 771  
 Personal Supports Ltd, maternity support tights 430  
 Pesticides, non-agricultural uses of, survey 37  
 Peterborough Co-operative Chemists Ltd, branch closure 803  
 Peters, G. D. & Co. Ltd, labelling machines 678  
 Pfizer Ltd, Gbin discontinued 338  
 Pharmaceutical chemicals and preparations, sales 96  
 Pharmaceutical imports-exports, statistics 179  
 Pharmaceutical Industry, Labour party study 62  
 Pharmaceutical Projects Ltd, service for manufacturers 261  
 Pharmaceutical sales, UK totals 464

Pharmaceutical Society of Gt. Britain, contraceptives 887  
 comment 45, council meeting 80, 242, 575, 629, 726, 886, 898, Xrayser 37, Commonwealth Pharmaceutical Association 80, Fellows designated 885, general practice research 627, headquarters sale 32, pharmacy closures, 589, statutory committee 61, 167, 207, 392, 481, 513, 716, 847, Yorkshire Region conference 872  
 Branches, Liverpool 21, Tunbridge Wells 49  
 Scottish Department, Area Health Board boundaries 92, annual meeting, N.H.S. structure 115, conference of Scottish pharmacists 325, executive meeting 847, health education 374, laboratories 589  
 Pharmaceutical Society of Ireland, benevolent fund dance 758, 834, 896, congress 199, 533, 594, 651, co-optation 127, council report 127, 150, 480, 727, 806, 916, fellowships 576, officers 643, post-graduate courses 494, president 613, survey appeal 6  
 Pharmaceutical Society of Northern Ireland, annual meeting 566, Council election 382, 494, Council meeting 243, 576, 680, 873, diploma 48, registrar transfer 758, post-graduate course 910  
 Pharmaceutical Society of South Africa, salary scales 7  
 Pharmacists, duties 62  
 Pharmacy Assistants Training Board, courses 255, 378  
 Pharmacy closures, Morgan and Phelps 95, Wood, C. O. 366  
 Pharmacy, dual-purpose. 5  
 Pharmacy modernisation, Andrew McCoig, Croydon 46, Raymond Longster, Rainhill 1 225  
 Pharmacy museum, one man's 918  
 Philip Harris (Holdings) Ltd, profit increased 129  
 Philippines, disaster aid 365  
 Philips Electrical Ltd, hand held hair driers 722, labelling 890, Photofix range and Magcube 40, promotions 504, 540  
 Phillips Yeast Products Ltd, Dog chews 9, Vetzyme choco-drops 832  
 Phils Wholesale Ltd, Royal Shield 598  
 Phosphates enema BPC, formula 243  
 Photax (London) Ltd, Yashica cases 142  
 Photocounter, special section 5 49  
 Photographic sales, UK totals 464  
 Photopia International Ltd, accounts 328  
 Pickles, J. and Sons, appt. 329, bonus offer 100, 762, felt corn rings 140, 335, Liptrax 810, Grajel 100  
 Picot Ltd, change of address 95  
 Pifco Holdings Ltd, accounts 591  
 Poisoning, paracetamol 803, doubled in Sheffield 628, problems 861  
 Poisons, Regulations (Northern Ireland) 185  
 Poisons Board, appt. 717, proposals 33, 48  
 Polaroid (UK) Ltd, appt. 717, gift scheme 143, instant copy kit 186, moving headquarters 182, snow goggles 721, SX.70 camera system 834  
 Poore, I. L. retirement 889  
 Postmark Ltd, Swedish badge 17  
 Post Scripts, Glaxo Holdings Ltd—"Women's lib", 895, Yorkshire museum, witchcraft 895, pseudo scientific names, common sugar 895, The Guardian 870  
 Potter & Moore Ltd, spray merchandisers 10  
 Pratt Chemists (Kilburn) Ltd, liquidation 427  
 Prescribing, doctors too liberal 426  
 Prescription records, art 848  
 Prescription/Specialities, Admune-Mono vaccine 840, Andursil 9, Ansol cream 142, BC 500 tablets 722, correction 771, Beotide Inhaler 722, Benyllin paediatric 912, Betadine gargle 866, Billgram 539, Bleomycin Lundbeck 866, Breytate Injection 809, Calcitane Injection 187, Claradin tablets 539, Chloramphenicol Minims 187, Chloromycin Reddrips 39, Deteclo syrup 676, Efudix cream 809, Eskacef capsules and suspension 771, Femulen tablets 676, Fesovit Spansules 66, Fortagesic tablets 722, correction 771, Fucidin caviject 912  
 Gingicain M 226, Infuvac spray 676, Infuvac-Mono vaccine 892, Iprogen tablets 39, Ketalar injection 260, Klorof-S sachets 599, Lanvis tablets 809, Lasix 20 mg tablets 226, Medrone 15 mg tablets 9, Micronor tablets 676, Multi-Vitamin Infusion (MVI) 721, Noratex cream 9, Noriday tablets 676, Nystan-TA cream 371, Nystan-TA ointment 371, Nystatin-Dome cream 397, Nystatin-Dome ointment 840, Nystavescant pessaries 892, Ophthalmadine eye ointment 397, Ovran tablets 721, Penagen capsules and tablets 39, Phenegen compound Inctus 337, Prostlin E<sub>2</sub> Injection 840, Prostlin F<sub>2</sub> Injection 866, Retin-A solution 866  
 Rythmodan capsules 371, Safapryn tablets 467, Serplex-K tablets 304, Simeco tablets 637, Slow Sodium tablets 260, Solu-Medrone Mix-O-Vial 142, Tetragen capsules and mixture 39, Timodine cream 9, Tralcor 80 mg tablets 809, Triscal suspension 676, Vasotran tablets 9, Vaxibaler-Flu spray 721, Velosef capsules 627, Velosef syrup 637, Ventolin 4 mg tablets 9  
 Prescriptions, illegibility 779

Price freeze, White Paper 715  
 Price maintenance, Beecham Group Ltd, 494, consumer confusion comment 915  
 Procter & Gamble Ltd, accounts 718  
 Product insurance, special policy 835  
 Promotions of 1972, 910  
 Proprietary Articles Trade Association, council election 685, 803  
 Proprietary Associations of Europe, annual meeting 728  
 Proprietary Association of Gt. Britain, appt. 7  
 Prostaglandins, product licences 4, launch 590  
 Pugh, C. people 593  
 Purchase tax, exempted 426, 757  
 list of drugs consolidated 911  
 regulations for termination 252, 326, reimbursement prior to VAT 775, yield 130

## Q

Quant, Mary, Cosmetics Ltd, eye shadow kit 302, Jeppers Peepers range 675, over-nighter 335  
 Queen's Award, application forms 179, Beecham Group Ltd, 6, presentation to I.G.I. illust. 61  
 Queens University Belfast, degrees conferred 94, postgraduate plans 715, prize ceremony 590, symposium 715

## R

Racasan Ltd, appt. 717  
 Radio-active house, 34  
 Radiol Chemicals Ltd, appt. 395, Biovital adv. campaign 431, Biovital new pack 338, 678, Biovital word game 600, bonus offer 371, overseas visits 803, Radian B advertising 771, trophy presentation, illust. 589  
 Rankin, Thomas M. retirement 889  
 Ransom, William and Son Ltd, accounts 225  
 annual report 427  
 Rapidol Ltd, bonus offer 305, consumer off 304, Inecto sachets 305  
 Ratford's Chemists Ltd, wound np 718  
 Ravina Ltd, display stand 867, ponytail holders 66  
 Rayner, D. K. letters 815  
 Reckitt & Colman Ltd, accounts 394, appt. 669, competition 600, consumer offer 504, 723, 867, Corvette relaunch 335, Dettol 504, Disprin 468, 810, expansion 36, film 110, home brew 139, 236, Lem-Sip display unit 468, Methalin handkerchiefs 368, new symbol 842, Stage Two 302, stockists contest 336, summer offers 70, Snpergirl of the 70's, illust. 12  
 Redundancy pay, claim 426  
 Rees, Denver L. retirement 774  
 Reid, T. port 888  
 Remington Shaver Division—Sperry Rand Ltd, alarm clock 599, campaign 468, labelling 762, Lektro blade shaver 430, offers 503, 540, promotion 600, 638  
 Remploy Ltd, new factory 328  
 Rentokil Ltd, Alphakill mouse killer, 39  
 carpet beetle killer 304, metric list 677, 890  
 Retail Alliance, appt. 185  
 Retail Consortium, prices pledge 629  
 Retail price index, 37, 464, 911  
 Retail prices, Christmas packages H. of C. 835  
 Retail sales statistics, 34, 217, 364, 493, 767 885  
 Retail Systems International, price marker, illust. 167  
 Retail Trading-Standards Association, comment 75  
 Revlon International Corporation, consumer offer 304, Great Glow cheek stick 598, Moon Drops Plus perfume 501, Natural Wonder range 675, range of Eye Gleamers extended 598, Spice Icee for eyes, lips and nails 399, sprays 11, Super Rich Shadows 599  
 Reynolds & Branson Ltd, appointment 181  
 Richards & Appleby Ltd, handcream re-packaged 467, prices 867  
 Richards of Eastbourne Ltd, new branch 669  
 Richardson, J. corree. 432  
 Richardson-Merrell Ltd, bonus offer 261, 338, Clearasil competition illust. 835, Clearasil confusion 431, Clearasil soft shampoo launched 372, gift stamp scheme 468, Lip-wick 302, Napsan 302, salesman of the year 461, Sinex nasal spray 261, Vlek 11, Sinex display 913  
 Riches, S. G. people 267  
 Riker Laboratories, diluting Dorbanex 638  
 Rimmel International Ltd, eye shadow combination 430  
 Robinson, C. H. Preston, letters 776  
 Robinson, George, people, port. 499  
 Robinson & Sons Ltd, Nikini Poppet launched 368, 399, Paddi Pad brochure 842, Paddi pante 99  
 Rochas Products Ltd, address 469



Roches' Chemists, closure 394  
 Rockware Group Ltd, accounts 630  
 Rogers, B. J. corres. 200  
 Roja Laboratories UK Ltd, hairbrush offer, 468  
 Rona Laboratories Ltd, Glucophage packs discontinued 371  
 Ronson Products Ltd, free offer 600, new products 767, Victor Ludorum trophy 589, Xmas advertising 468  
 Ross Trademark, cash & carry warehouse 596  
 Ronre Bertsand Dnpont Ltd, appt. 888, formation 496, 533  
 Ronssel Laboratories Ltd, exhibition 495, tetracycline hydrochloride 11  
 Royal Commission on compensation for personal injuries 909  
 Royal Society of Health, election of chairman 889, move 366, pharmaceutical group 887  
 Royal Society of Medicine, meeting 532  
 Rnbinstein, Helena Ltd, Beauty Pairs 842, Big Grey Eyes 338, Frosted lipsticks 38, Moon Drops range 675, Skin Dew range 41, Souffle cleansing cream 767, Winkles eyeshadow 302  
 Rumaula, industry reorganised 328  
 Rnsia, Beecham Group, exchange agreement 888  
 Rybar Laboratories Ltd, ethical products 596, new packaging 540

## S

Safeguard your business, article (Peter Miller) 14  
 Safer medication, barbiturates and emetics, 297  
 St. Luke, in pharmacy 605  
 Sales Affiliates Ltd, Woltz Italiana nail polish colours 261  
 Sanoella Ltd, Automated production line for Libresse 47, illust., Libresse 101, 227, 396, 504, 638  
 Sandoz Products Ltd, Synomestrine batch numbers 338, Melleril concentrate dilution 503, new ampoule 677, Sandocal tablets 503  
 Sangers Ltd, accounts 836, A.G.M. 64  
 Sanitary protection, supplement 737  
 Sanitas Group Sales Ltd, appt. 717, 593, Woodward products 372  
 Sanitas Ltd, new premises 803  
 Sanitas Trust Ltd, group move 225  
 Schering Chemicals Ltd, discontinued products 913  
 Scholl (UK) Ltd, appt. 717, autumn collection 39, 260 illust., bonus offer 504, chilblain ointment in tubes 598, suede spray 467, spring range 913  
 Scotland, dispensing fees 51, new merchandising company 256  
 Scott & Browne Ltd, Depth Charge in sachets 139, Tosca relaunch 38  
 Scott, C. W. O. business sold 464  
 Scott & Turner Co. consumer offer 396  
 Scottish Chemists Manufacturing Co. Ltd, new premises 464  
 Scottish Health Education Unit, birth control campaign 493, collaboration with society illust. 374  
 Scottish Health Services Council, standing committee report on hospital prescribing 483  
 Scottish Home and Health Dept, common services agency 802  
 Scottish Pharmacists Conference, Aviemore 531, 644  
 Seamns Kennedy Ltd, acquire Roches pharmacy—Dublin 366  
 Searle, G. D. and Co. Ltd, Aldactide pack 139, Copper IUD given clearance 677, Gravigard 503, Intra uterine device 590  
 Select Biological Appliances Ltd, sheath contraceptives 501  
 Sellotape Products Ltd, electric dispenser 51  
 Servier Laboratories Ltd, appt. 256  
 Seton Group of Companies, appt. 837, 464, transfer factory to Oldham 328  
 Seward, A. J. & Co. Ltd, acquisition 836  
 Shaw, Dr. D. A. people 593  
 Shaw, R. M. people 761  
 Shepherd, B. H. corres. 470  
 Shepherd, D. M. corres. 896  
 Sherleys Ltd, Shellguard 839  
 Sherman Chemicals Ltd, move to Bedfordshire 129  
 Shields, E. H. corres. 47, 200  
 Shopfitting, feature 307, 607  
 Short, G. R. A. flavours past and present 919  
 Showrax Ltd, formation of EuroLink Merchandising Systems Ltd, 888  
 Shulton (Great Britain) Ltd, Breck beauty kits 187, Breck shampoos relaunch 186, Desert Flower new packs 337, offers 41, 187, 396, 893, Old Spice TV 771, prices 762  
 Simpson, R. people 257  
 Sinclair Pharmaceuticals, Visclair tablets packaged in foil 503  
 Sirex Ltd, Vendanges 11  
 Ski of Switzerland Ltd, Bio-Facial treatment 675

Slimming advertisements 243  
 Slow, A. L. corres. 433  
 Smith Kendon Ltd, fruit lollipops 335  
 Smith, Kline and French Laboratories Ltd, appt. 635, Contac 400 campaign 101, Hemocult 638  
 Smith & Nephew Associated Companies Ltd, accounts 256, 888, appt. 910  
 Smith & Nephew Ltd, appt. 593, Elastoplast antiseptic wipes 66, Mum of the year competition 10  
 Smith & Nephew Pharmaceuticals Ltd, appt. 496, bonus offer 504, Gourmovita slimming soup 66  
 Socialist Medical Association, comment 815, open meeting 297, 811, Xrayer 329  
 Society of Chemical Industry, ninth lister lecture 666  
 Solport Brothers Ltd, appt. 837, face cloths 866  
 Sonnedecker, Glenn, Remington medal 428  
 South Africa, "Breath test" for cannabis 62, price cutting 329  
 South Coast Hosiery Ltd, Bear Brand Beantalkers tights 39  
 Southern Television Ltd, retail sales force 677  
 Southern Vinyards Ltd, Vinbrite filter mark II 232  
 Southon-Horton Laboratories Ltd, bonus offer 261  
 Spain, illegal selling of amphetamines in Madrid 37  
 Special Days Promotion Committee, grandmothers day 142  
 Spencer, E. E. corres. 241  
 Spicer Hallfield Ltd, Colourvue albums 850  
 Squibb, E. R. & Sons Ltd, additional sizes 867, new laboratories 495, 463, Nystan suspension change 338, Quinolone ointment discontinued in UK 596, Quixallin tablets in "ethical" packs 371, research expansion, illust. 322, Stomachalve 840  
 Squibb Beech-Nut Inc, sell Tetley 669  
 Stafford, D. people 185  
 Standard Soap Co. Ltd, appt. 95  
 Steetley Co. Ltd, expand in Australia 299, joint venture 463, reorganisation 427  
 Sterling Health Products, consumer magazine 298, Hedex Seltzer campaign 842  
 Sterling Mansell Ltd, Walt Disney tissues 809  
 Stratton, E. F. one pharmacist and his hobby 344  
 Sturge, John & E. Ltd, accounts 591  
 Sulphonamide, controls eased 365  
 Sunbeam Electric Ltd, health lamp 637  
 Suttons Seeds Ltd, grass seed 304  
 Swann-Morton Ltd, Trimacron dispenser pack 810  
 Sykes, Henry & Son Ltd, taken over by Hill's Pharmaceuticals Ltd, 366  
 Syntex Pharmaceuticals Ltd, company sales 64, hand & body lotion 501, legal case settled 182, Norinyl 638, presentations to beauty queens 143, skin care competition 722  
 Syrup B.P. additives 516

## T

Tait, W. S. corres. 896  
 Tancastle Chemists Ltd, winding up 669  
 Tapper, T. people 96  
 Tar Residuals Ltd, deodorisation product 677  
 Tate & Lyle Transport Ltd, new depot 11  
 Taanton Cider Co. Ltd, Kergal apple juice 430  
 Taylor Nelson & Associates, appt. 837  
 Teeling-Smith, George, Hieronymus lost 462  
 Teledyne Aqua-Tec UK, Touch-Tronic 832  
 Television, advertising deodorants to, H. of C. 63, 226, hoarding medicines campaign 63, sanitary protection 5, 665  
 Tesco Group, Delamare baby care 722, superstores 64  
 Thalidomide, Parliamentary motion 716, 757  
 Therapeutic advances in 1972, review 874  
 Therapeutic Substances (Control of Sale and Supply) Regulations, amended 365  
 Therapeutic Substances (Sulphanilamide Derivatives) (Supply of Eye Drops and Eye Ointments) Regulations 1972, effective 365  
 Thomas, H. N. retirement 803  
 Thoru Lighting Ltd, appt. 7  
 Thornton & Ross Ltd, bonus offer 431, fifty years 863  
 Tiffany Tights Ltd, three ranges 140  
 Tillotsons (Liverpool) Ltd, Stretch-Pak 722  
 Toiletory sales, first quarter 1972, 94  
 Tracey, Mary, news 63  
 Trade Descriptions Act, evasion comment 75  
 Travenol Laboratories Ltd, appt. 299  
 Trico Chemical Co, new title 630  
 Trinity Pharmacy, office move 182  
 Trufood Ltd, new labelling for Trufood cans 69  
 Tudor Processing Ltd, computer to help with VAT 299  
 Turner, Dr. Paul, professorship 7  
 Tweedale, E. people 65

## U

U G Closures & Plastics Ltd, child resistant closures 748  
 Ulster Chemists Association, conference 181, 510, premises damaged 127, president 889, secretary shot 296, 325, 392  
 Underwoods (Cash Chemists) Ltd, new branches 630  
 Unichem Ltd, appt. 225, 299, 635, Brighton exhibition 93, brokerage scheme, computer expansion, illust. 533, discount 69, Interim 395, Kemval 139, Nuncaton depot 95, plans, 1973 888, stock recording 596, 757, S. Wales depot 757, Medicopharma visit 909  
 Uniclef Ltd, appt. 593, redesign for Limmits packs 40  
 Unigate Ltd, annual meeting 428, people 593  
 Unilever Ltd, accounts 836  
 United Chemists (UCAL) Ltd, bonus offer 540, bid 759  
 United Drug and Chemical Co. Ltd, Dublin subsidiary 64  
 United Glass Ltd, accounts 299, 591, appt. 129, warehouse 630  
 United Overseas Pharmaceuticals (London) Ltd, purchase Inter-Alia Pharmaceutical Services Ltd, 6  
 United States, Bell & Howell Co. 129, childproof container shortage 782, diethylstilboestrol ban 255, Gillette Co. 129, insulin standardisation 494, intravenous bags 61, Merck & Co Inc. 225, oralabiotic drugs labels 126, paregoric restriction 493, pharmacy week 392, Schering Corp. appt. 185, Syntex Laboratories Inc. 225, University of East Carolina, illust. 65  
 University of Glasgow, appt. 129  
 Unwanted medicines campaign, Morecambe 670  
 Upjohn Ltd, prostaglandins launch 590, quarterly figures 129

## V

Vacco Ltd, luxury jug 39  
 Vacuum flasks, baby feeds warning 217  
 Valiant Engineering Co. Wotan distribution 139, Wotan offers 397  
 Value Added Tax (VAT), about turn 775, advantages for pharmacists 682, agents 845, counter prescribing 92, booklets 395, bulletin 461, cassette 890, chemists scheme 381, 461, comment 45, 343, 687, courses for management 126, in Eire 779, in small shops and businesses 181, Irish Drug Association 494, NPU and double taxation 297, NPU meetings 862, pharmacist's campaign 833, pricing policies 217, purchase tax to be reimbursed 715, 910, retailers concern 126, retailers meet Minister 33, seminars 850, special schemes—modifications 887, stock holding 253, Yardley of London Ltd. 32  
 Varney, G. award 534  
 Varta Batteries Ltd, bonus offer 840  
 Vernon Powell Ltd, Verona bath capsules 430  
 Vestrio Ltd, appt. 185, 823, bonus offer 261, 305, Sneyd Green depot 462  
 Vickers, J. J. & Sons Ltd, Purchase tax on binoculars 762  
 Viking Brews Ltd, bonus offer 431, 504, home brew kits 236, TV campaign 504  
 Vina (Home Winemaking Supplies) Ltd, catalogue 232  
 Vinaide Brewing and Food Products, new tool 239  
 Volumatic Ltd, formation 759  
 Voluntary Price Regulation Scheme, changes, 200

## W

Waddington, John, Ltd, carton with PVC panel 167  
 Waide, Thomas & Sons Ltd, correction 371, exhibition 338  
 Wales, Noel Hall report 62  
 Wallace Heaton Ltd, free films 325  
 Walsh, M. F. corres. 685, 814, 917

Wander Ltd, Dad's Army board game offer 468, Novesine discontinued 139, Ovaltine competition for sales force, illust. 366, Triominic syrup colouring 762  
 Warner Lambert Group, accounts 256, acquire company in Congo 64, Dentyne presentation, illust. 130  
 Warner, William R. & Co. Ltd, appt. 7, bonus offer 139  
 Waterhouse, J. & Co. Ltd, bonus offer 431 chairman's visit to S. Africa 677, composite packs 596  
 Wayside Overseas Aid, unwanted samples 803  
 WB Pharmaceuticals Ltd, appt. 837, 910 packing slips omitted 722  
 Weddel Pharmaceuticals Ltd, bonus offer 186, Derl toilet soap 66, 69, move 366, Sionon dietetic sweetener 368  
 Weights and Measures (Unit Pricing) Bill, first reading 911  
 Weinberger, Henry Ltd, Olive range 890  
 Wella Great Britain Ltd, appt. 717, rinse 466, Wella for men 8  
 Wellcome Foundation Ltd, Actified compound Ilinctus 371, appt. 256, 299, 669, 670, 837, handling charge 431, UK medical division move 261  
 Wellcome Institute of History, French guests, illust. 494  
 Wellcome Reagents Ltd, dried culture media 140  
 West Cumberland Farmers Trading Society Ltd, appt. 395  
 Western Pharmacists Association, tribute 494  
 Weston Pharmaceuticals Ltd, acquire Fairbank Kirby (Grimsby) Ltd, 669, appt. 865, bid for Bertram Griffiths Ltd, 299, 328, 496, profits 6, report 718  
 Weston, R. (Chemists) Ltd, acquisition 182, 870, appt. 7, 37, Philadelphia Jeyes transfer of premises 129  
 Weston, S. B. Ltd, Belloppum dispenser 83  
 Whelan, Frederick J. people 464  
 Which? report, bust developers 666, hot water bottles 531, medicines advertising 364  
 Whittet, Dr. T. D. 50  
 Wholesaling, special section 819  
 Wilcox Laboratories Ltd, appts. 37  
 Wilenitz, Solomon, discharge application 836  
 Wilkinson Sword Ltd, acquisition 428, appts. 593, bicentenary 394, bonded shaving system 678, presentation to Boots Co Ltd 886  
 Williams, I. H. corres. 241  
 Willis, Adrian, overseas tour 395  
 Willows Francis Ltd, dividend 464  
 Wilson, A. Peter, retirement 534  
 Winthrop Pharmaceuticals, Benoral suspension 677, bonus offer 504, Diboth capsules 762, economy size Lenium 431, Panasorb tablets new packs 503, Selora condiment 722, skin care booklet 187, Panadene Co pack 912  
 Wood, Kenneth, appt. 717  
 Woods, S. M. Pharmacy Ltd, registered 496  
 Woods, R. W. E. retirement 499  
 Woodward, G. O. and Co. Ltd, Safesal range replaced 305  
 Woodward, Dr. R. J. corres. 345, 685  
 Woolcombers Ltd, closing office at Bradford 64  
 Woolworth, F. W. & Co. Ltd, Evette baby-care products 802, Woolco store 718  
 Worby, R. G. corres. 896  
 World Health, medicine names 364  
 World Health Organisation, report on opiates 61  
 Wright Layman and Umney Ltd, Camberwick Green products 890, deodorant sticks 304, promotions 638  
 Wright, J. corres. 281  
 Wrigley, Dr. Fred, people 65  
 Wyeth, John & Brother Ltd, appt. 329, colour coded caps 11, Edinburgh office closed 596, Eire prices 840, price of SMA products increased in Eire 305, Prolon new strength 261

## Y

Yardley of London Ltd, Black Label soap 430, competition 893, Khadine perfume 466, new shades 305, TV commercial 723, VAT plans 32  
 Young, A. & Son Ltd, acquired by Medical Supply Association 366

## Z

Zanzibar, clove smuggling 911  
 Zimmerman, Chas. & Co. Ltd, glycerophosphates 504  
 Zonal centrifugation, feature 570  
 Zornow, G. B. people 301



This index, which covers the current volume, is presented in a new and experimental form for the convenience of all *C&D* subscribers. Preparation of indexes for volumes 195-197 is in hand and copies will be despatched to all previous recipients as soon as possible.



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# Comment

## Confused consumers

Dame Elizabeth Ackroyd, director for eight years of the Mixed Consumer Council, offers a New Year's resolution for retailers in the current bulletin of the Retail Trading Standards Association. The message is: Stand on your own feet in defiance of manufacturers' promotional pricing methods.

There are two points in her plan:—

1 Refuse to deal in pre-packaged goods on which suppliers quote a nominal recommended retail price linked with bogus special reduction

2 Refuse to handle those products which indicate a "flash" offer of 2p off a recommended price that isn't even mentioned on the pack.

She states: "The year 1973 is the year of the VAT and shop keepers will, I suspect, be driven nearly round the bend by coping with that as well as with the freeze and its sequel: so why not make life easier for yourselves as well as your customers by getting rid of a source of pricing confusion which is self-inflicted?"

Discussing the Government's price freeze, Dame Elizabeth points out the difficulty consumers will have about special offer and "normal" prices. The difficulty of interpretation she attributes to their having been thoroughly confused over recent years with special offers here, '2p off' there, 'worth double' somewhere else, and all the variations on a theme of suggestion that the lucky customer is getting a bargain without however, perhaps actually giving him one."

Dame Elizabeth doubts if it would be in the interest of shoppers to require that a recommended price must be "a real live one." She believes it would result in higher average prices since retailers would be tempted to stick for most of the time, to that price to establish a legal bench mark against which to measure the occasional genuine bargain.

She therefore would like to see list prices done away with for all "shopping basket" products, especially

pre-packaged commodities. She adds: "This of course, could be done by unilateral action on the part of the retailers and wholesalers and doesn't need a legal ban or a self-denying ordinance by manufacturers."

"If retailers made up their minds to stand on their own feet and offer their goods to their customers at prices based on their own track record, confusion in the shops would be removed at a stroke. By all means let a shop-keeper offer a special price reduction compared with what he had charged the previous month and proposed to charge again the following month."

We would hate to say "We told you so" to Dame Elizabeth, but customer confusion became inevitable with the ending of resale price maintenance. Consumers are only human, and even if that casts manufacturers in the role of monsters, it remains obvious that the housewife will go for the "bargain" every time. Regrettably, perhaps, the shop that stocks everything, and sells it all at only 15 per cent gross, will lose out to the one next door which restricts its range to the market leaders, sells this week's "offers" at cost—but marks the rest of its goods at 25 per cent gross. Yet which gives the better value and service?

The consumer has shown herself willing to buy deep-cut durables from a limited choice—but complains when repairs cost the earth and spare parts are unobtainable from retail sources.

Dame Elizabeth should be in a position to appreciate the benefits of on-pack and similar promotional offers. Higher production levels, reduced warehousing time, bulk deliveries, rapid stock turnover with rapid replacement of invested capital, all enter the calculations which make the offer possible. In the absence of rpm, confusion over the base level is the price the consumer has to pay for those benefits. But to suggest the removal of recommended prices—artificial or not—is to take away the only universal reference point available.

## Post Scripts

The day had been a difficult one—representatives too numerous, prescriptions not straightforward, and there had been a problem customer who was convinced he had been short-changed. Closing had therefore been prompt and the pharmacy left hurriedly. Even though it was raining it was good to get away.

Probably due to the hurried exit, an old and not the current *C&D* had been picked up. It was the issue giving details of the Linstead report. Re-reading confirmed the original disappointment and solace was sought in another type of literature.

"Both Sides of the Hill", the memoirs of Charles Hill, Lord Hill of Luton (Heinemann). It was an unusual coincidence, but in chapter 7, headed 1950-51, Lord Hill recounts his election campaign, and writes of an occasion when Peter Thorneycroft was billed to speak on his behalf but had to withdraw at the last

moment. He writes "I appealed to my old friend Hugh Linstead, MP for Putney and secretary of the Pharmaceutical Society to help me out." He then goes on to contrast Hugh Linstead with Leslie Hore-Belisha who was so full of flights of oratory and flashes of humour.

Recalling the speech given by Sir Hugh Linstead he says "The scene was a fascinating one to watch. After the initial disappointment was over, the audience seemed to grow, as it were, into the same thoughtful mood as the speaker. Many people spoke to me afterwards of the help that the meeting had been to them. I have no doubt that what contributed most to his success was Linstead's quiet sincerity and obvious reasonableness, unknown to the audience though he was."

★ ★ ★

With entry into the Common Market imminent readers should be aware that a word in common use on the continent—"officine"—is translated as a dispensary, chemist's shop or den of shady business or thieves' kitchen, according to an old French dictionary in our possession.

## Books

**Predictive Toxicometrics.** E. M. Boyd.

*Sciencetechnica (Publishers) Ltd*, 42 Triangle West, Bristol, BS8 1EX. 8 $\frac{3}{4}$  × 6in. Pp 408. £10.

The author is professor of pharmacology, Queen's University, Kingston, Ontario, Canada. His book describes the discipline concerned with techniques for predetermining the toxic nature of chemical agents in man.

It is divided into three sections: "Factorial toxicometrics", describing factors affecting the toxic response of laboratory animals to drugs and their agents; "uniposol toxicometrics", concerned with methods for estimating the toxicity of agents given as a single dose or as a series of doses repeated at short intervals and "multiposol toxicometrics", covering daily repeated administration.



# Professional News

Pharmaceutical Society of Ireland

## Special committee formed to assist representatives in EEC negotiations

A small committee representative of the various sections in pharmacy is to be set up by the Council of the Pharmaceutical Society of Ireland to assist representatives attending meetings of the pharmaceutical group of the EEC in Brussels. The decision was made by the Council on December 12 following a report of a recent group meeting.

Mr M. F. Walsh favoured the setting up of such an advisory group to keep the representatives informed on local matters and said he was not satisfied with the progress of the EEC talks. Some new member-country representatives, he said, had raised issues which he felt were holding back harmonisation. He urged the Irish delegation to press for early acceptance of Diplomas, subject to a one-year adaptation period and an examination in forensic medicine. Pharmacy was regarded as a liberal profession in Europe and as such it should be giving a headline to the other groups by making a gesture in relation to harmonisation of Diplomas. He suggested the advisory group should discuss these matters with the Irish delegation before the next meeting in Brussels.

Mr Walsh added that pharmacy was recognised as a profession in an Act of Parliament in the Republic. In his opinion a pharmacist became a trader when he engaged in trade. This occurred when he charged a retail price for a prescription.

The president, Mr R. J. Semple, said it would be for the advisory committee to make known its views on this and other matters to the delegates attending Brussels.

### The president in Brussels

The president reported on his visit to the Drug Control Laboratory in Brussels. Set up in the 1940's, the laboratory employed 22 pharmacists and about 100 technicians. It was a privately-owned concern, independent of the State. Under the system operating there, the dispensing chemist was solely responsible for the quality of the medicines dispensed, and the excuse of having been deceived or misled by others in the event of any mishap was not admissible in law. The money to run the laboratory was collected at wholesale level.

There was a need, suggested Mr Walsh, for an independent control laboratory for pharmacy in the Republic. Now that the emphasis was on becoming more professional they should consider the establishment of such a laboratory, he said.

The president said that was also his

earnest hope. Such a concern would not cut across the pharmaceutical industry. "Now that we are going into Europe the number and variety of new drugs coming into the country will increase and it is important that pharmacists should exercise control."

A report of the Practice of Pharmacy Committee suggested that pharmacists should have regular supplies of scientific information in relation to current trends and developments. Mr Tom McGuinn suggested that pharmacists be supplied with regular copies of MIMS.

### Private script pricing

Arising out of the Law Committee, it was reported that the Western Health Board had terminated its contract with one particular pharmacy after it had been established that a qualified pharmacist had ceased to be employed to manage the business.

Subject to the opinion of the law adviser it was decided to institute proceedings against the proprietor of a pharmacy for breaches of the Poisons and Pharmacy Acts.

It was agreed that Mr Walsh should convene a meeting of a special committee to examine the question of the pricing of private prescriptions on a fee-only basis as obtained in the new Health Services scheme—with no on-cost element being involved.

Mr Walsh suggested that a letter be sent to the Department of Health and the Department of Finance asking for a ruling on what constitutes a medicine. He considered that a medicine could not be classified under the heading of "goods" for tax purposes. A pharmacist dispensing Health Services prescriptions on a fee-only basis was still liable for VAT and the pharmacist was subjected to many irksome restrictions.

Also arising out of the Practice of Pharmacy Committee it was recommended that pharmacists should ensure that patients understood clearly directions on prescriptions for anovulents.

It was recommended also that manufacturers should be requested to print a warning notice on each pack to the effect that if pain occurs in the chest, legs or abdomen while taking anovulents the doctor should be consulted.

The thanks of the Council were extended to Mr Hugh G. Smith who wrote forwarding a presentation copy of postage stamps

currently in use in the United States in honour of Pharmacy.

Mr Michael Shannon, chairman, Post-Graduate Education Committee, submitted a list of courses in physiology and pharmacology for pharmacists in the Eastern Region to be held in the College of Pharmacy as follows: January 16-18; February 13-15; March 6-8; April 10-12 and May 8-10. The pharmacology course will deal with all major groups of drugs used in human medicine, with lectures on the physiological basis of drug action. No prior knowledge of these subjects, he stressed, is required. The lectures will be illustrated with visual aids and typescript of the material will be supplied. Fee for the lectures (from 8-10.30 pm) will be £35, returnable if sufficient support is not forthcoming. Cheques to be made payable to Post-Graduate Education Committee.

Reporting on the Health Services, Dr W. E. Boles announced that the contracting committee had appointed an executive officer, Mr George Ledwith, 51 North Road, Finglas 11 (phone 343050) to look after pharmacists' inquiries arising out of the operation of the scheme. He advised community pharmacists, with problems, to get in touch with Mr Ledwith.

The president appealed to all licentiates and subscribers to renew their annual subscriptions without delay.

The treasurer, Mr J. E. Burrell, repeated his appeal to pharmacists who have not yet done so, to subscribe to the fund to help finance the proposed economic survey on community pharmacy without delay. The suggested sum is £5.

The following changes of address were noted: Eugene Gilsenan, MPSI, to Tinahely, co Wicklow, and Patrick J. McMahon, Association, to 34 Skreen Road, Navan Road, Dublin 7.

Mrs Mary U. Leslie (née O'Doherty), LPSI and Mrs Katherine Dullea (née O'Connell), Association, submitted marriage certificates and were granted changes of names in the register.

William Kennedy, LPSI, was restored to the register.

## Enviably choice for new pharmacists

Twenty-eight newly qualified pharmacists who received their certificates from the president of the Pharmaceutical Society of Ireland, Mr R. J. Semple, at the annual conferring ceremony in the College of Pharmacy, Dublin, on December 5, were told by the president how the young pharmacist of to-day had an enviable choice of career to adopt.

Stressing the importance of post-graduate education, he said the Post-Graduate Education Committee was providing courses in every area of the country and the support accorded was most gratifying.

Appealing to the new licentiates to become involved in pharmaceutical affairs at both local and national level, he said that with the introduction of the "new look" Health Services such involvement was more important than ever. Pharmacists, he said, had a right to safeguard their economic and professional welfare and he hoped the new Pharmaceutical Union would help to achieve these legitimate objectives.

Explaining how the skills and knowledge



of the pharmacist could be used for the benefit of the public, he said the idea of a central control laboratory had particular attractions for Ireland and went on to describe how the system operates in Belgium, where, as a guest he recently attended the opening of an extension to the laboratories attached to that service. Ireland's relatively new pharmaceutical industry had achieved remarkable results over the past decade and was capable of further expansion. The fact that Irish pharmaceutical products had been accepted in each of the five continents was proof of their quality and competitiveness. Referring to the need for medicines legislation, he said that aspects of the Society's proposals would be resisted by commercial interests on economic grounds.

In a tribute to hospital pharmacists he expressed the hope that Hospital Boards would ensure that funds were made available for the provision of the best pharmacy equipment and instruments, thus showing recognition of the importance of an efficient pharmacy service.

The Antigen Award for the candidate obtaining first place in pharmaceuticals in the final examination for the BSc (Pharm) Degree was won by Mr Michael J. Whelan, Ard Patrick, Forster Street, Galway, who was presented with an inscribed silver mortar and pestle donated by Antigen Ltd.

The P. C. Cahill Memorial prize was also won by Mr Whelan.

Mr Patrick David M. Garahy, Ennis-corthy, co Wexford, was granted an Honours degree. The following passed:

Ahearn, Henry Noel, Farranfore, co Kerry; Burke, Mary B., Youghal, co Cork; Carragher, Patrick A. J., Tullamore, co Offaly; Cavanagh, Evelyn Mary, Nenagh, co Tipperary; Chambers, Fergal V. M., 99 Ballymun Road, Dublin 9; Collieran, Patrick J. P., Charlestown, co Mayo; Conroy, Patrick, Portlaoise, Leix; Donnelly, Emily Claire, Dublin Road, Naas; French, Andrew R. T., New Ross, co Wexford; Forristal, John J., Clonakilty, co Cork; Heffernan, Mary P., Cashel, co Tipperary; Geoghegan, Jeremiah G. T. C., Barna, Galway; Houlihan, Castleconnell, co Limerick; Joy, Mary M., Clonmel, co Tipperary; Kloos, Anne-Marie, 32 Fosters Avenue, Mt Merrion; Kloos, Christl Maria, 32 Fosters Avenue, Mt. Merrion; Lenihan, Anne, Mallow, co Cork; Loughman, John Bernard, Clonmel, co Tipperary; McAdams, Margaret M., 33 Vernon Grove, Dublin 3; Mellett, Mary E. (nee Whiriskey), Spencer Park, Castlebar; Melvin, Colette A. M. M., 9 Ramleh Close, Milltown, Dublin 6; Molony, Ellen Sara, Thurles, co Tipperary; Moran, Dermot P. T., Clonmel, co Tipperary; O'Dwyer, Francis C. M., 30 Richmond Avenue, Monkstown, co Dublin; O'Loughlin, Ann (nee Cronin), 468 Wood Park, Ballinteer, Dublin 14; Power, James T., 10 Dorthy Road, Dublin 6; Roche, Oliver J., Dunlavin, co Wicklow.

## Award to Irish Assistant

At a ceremony in the College of Pharmacy, Dublin, recently, Miss Clare Ann Feeney, Tuam, co Galway, was presented with the Irish Pharmaceuticals' Ltd prize, an award to the best student in the Assistants' course.

## Coming events

### Saturday, January 6

Swansea and West Glamorgan Branch, Pharmaceutical Society, Grand Theatre. Children's Panto, Matinee performance.

### Advance information

Kingston Polytechnic, School of Chemical Sciences and Technology, Penrhyn Road, Kingston-upon-Thames, KT1 2EE. Short evening courses on "Industrial chemical marketing II" (5 weeks from January 17); "Practical characterisation of finely divided solids" (8 weeks from February 13); "Patents in the chemical industry" (6 weeks from February 26). Details from the Registrar.

# Letters

## Irish VAT

I should like to make a final comment on a letter from Mr Dennehy of the Revenue Commissioners, Dublin (*C&D*, December 9, 1972, p870) in which is a ukase-like statement about the absolute VAT liability of pharmacists participating in the free medicines service for lower income group patients. I am surprised at the rather peremptory tone of this letter concerning the activities of one of the oldest professions here, which has striven to serve the public interest for nigh on 100 years at little cost to the public purse and that it relied on an already out-of-date regulation, not to mention attitude, to implement its policy.

I would, with respect, refer Mr Dennehy to new EEC legislation which comes into operation here when the Acts of accession to the European Community become operative on January 1, 1973. One of these will include a new definition of a medicine (Directive no 1: EEC secondary legislation: right of establishment, p87, HM Stationery Office 1972), one which happily will no longer regard even a prescribed medicine as "goods" or another mere item of commerce.

Having examined this legislation I am hopeful that new attitudes towards pharmacy as a truly professional service will emerge and that a new relationship can be developed, following the inevitable discussions with the Department of Finance and Revenue Commissioners to resolve the impasse. For the right to have prescribed medicine "zero rated" and the accompanying fees declared tax-free, pharmacists ask merely that such supply should be equated with that of a dentist and an optician who also supply medical appliances, eg dentures and spectacles, for an inclusive charge.

In the light of such prospective developments here, therefore, I see no reason to change my advice (*C&D* November 25, p814) that pharmacists involved in the special scheme for the lower income group, should not include such medicines for VAT purposes. This recommendation is made in the public interest because, in my opinion, it is time that pharmacists, in the European Community as a whole, took up a much stronger position concerning the amount of time they should give to accounting and administration (whether paid or unpaid) at the cost of reducing the time available for advising the patient in the pharmacy.

I am confident that the strong moral support of all pharmacists would be forthcoming if such a situation ever arises here or elsewhere in the Community.

M. F. Walsh  
Dublin

[Pharmacists should bear in mind that the Revenue Commissioners are charged with

the task of collecting the tax, and it may be prudent to accept their interpretation until the matter is resolved at official level. EEC directives do not automatically become part of Irish law on January 1 —Editor.]

## Script records

In December 2, 1972 (p 848) you report on Mr David Dalglish's method of keeping dispensing records. Under the heading "Pharmaceutical centres in the USA" I recently quoted<sup>1</sup> some details which Mr Eugene V. White gave to me concerning his "Family medication record". At the same time, Mr White stated his intention of launching a "Pharmacotherapy home follow-up" whereby the patient could be contacted to determine whether he was taking his medication properly, etc.

Our group practice in Hertfordshire/Essex has been interested in this system. We have gone so far as to commence keeping patient records similar to those which Mr Dalglish keeps. So far this has only been possible in a small village (Stanstead Abbots) where the number of prescriptions dispensed is only slightly in excess of 1,000 items per month. My colleague there, Mr John Collins, has been carrying out a trial assessing the amount of time taken to set up and maintain the records. So far the trial has only been in existence for a few weeks. However, it is obvious that a time of between 30 seconds and one minute is required for the maintenance of records in connection with each prescription item.

If these figures are extrapolated to meet the requirements of our Trinity Pharmacy in Bishop's Stortford with a minimum throughput of 300 items per normal week-day, it can be seen that more than half a day of a pharmacist's time will be required to maintain the records. I say "pharmacist" advisedly since this type of record could not be maintained by unqualified staff.

We are keen, I would go so far as to say anxious, to operate this type of system since we are faced with the usual problems of a busy general dispensing practice, eg prescriptions made out by receptionists, follow-up prescriptions from hospitals, etc—I will not elaborate since readers are painfully aware of the details involved.

So far we have gone a long way to providing the type of service which we are sure the public and the medical profession need but there is a limit to the amount of subsidy which individual pharmacists can provide for the National Health Service.

Surely the time has come for the authorities to recognise this need and to provide the additional remuneration which is necessary for the facilities which are required.

<sup>1</sup> *Pharmaceutical Journal*, 1972, 208,127.

C. V. Hammond,  
Bishops Stortford

## Appreciated

In giving up my subscription to *C&D* after taking it for more than 30 years in my business, I seem to be bidding farewell to an old friend who has entertained and guided me for many years.



# One man's museum

by J. Newstead MPS

As with many pharmacists, since qualifying I have been interested in pharmacy of the past and have been collecting odd items as they have turned up. A few years ago however I realised that old-established pharmacies in East Anglia were rapidly disappearing so I decided to try and assemble, as a museum, a complete pharmacy of old East Anglia in my own house.

Being a Victorian house with large rooms this presented no problem. I simply removed everything from one room, sanded, stained, and varnished the floorboards and then started on my search for shop fittings of a suitable period.

Finding old fixtures and fittings from various sources which could be altered and adjusted to form a complete layout has taken considerable time and energy, and some wasted hours and finance. One complete drug-run had to be burnt when finally brought home; it was riddled with woodworm and dry rot, and the mahogany counter had an eventful journey back from Felixstowe in the pouring rain, on the back of an open uninsured hired lorry, whose driver was stopped and cautioned for speeding.

My search has taken me all over East Anglia from Lowestoft to Downham Market, Soham to Ipswich and many places in between, to build up a composite picture of pharmacy of around 1920. Most of my "finds" have been things which were generally classed as rubbish, but which, to me, are essential parts of the whole picture, e.g., showcards and advertising material of the period, old labels, invoices, letterheads, steel-nibbed pen and ink well, etc, most of which I found under layers of dust, either in cellars or attics of shops.

Even the light fittings (cut-glass) from the retail shop of an old family wholesale business were salvaged and restored to use.

## Biggest task

The biggest task has been trying to fill shelves and drawers with items of the period, and this I am still doing, although it is becoming increasingly difficult as the number of old established pharmacies with forgotten cupboards and drawers in East Anglia are getting fewer all the time.

As you will see from the photographs I have tried to keep to around 1920; everything in the museum originates from pharmacies in East Anglia and in time I will be preparing a book containing details of the history of those pharmacies from which items have been obtained.

At the moment I am inviting local pharmacists, and those interested, to view the museum by appointment. In this way I am learning more about the contents, and gathering more general information on 50 years ago in this part of the country. I also extend this invitation to anyone interested; I still have unidentified objects and



preparations for which I have been unable to find a use!

Although the museum now has the appearance of a pharmacy, I anticipate that it will take at least another two years to get a properly fitted and stocked chemist shop of the 1920s.

*Two views of the "museum"—a complete pharmacy of old East Anglia being constructed in the home of Mr J. Newstead MPS at 195A Wroxham Road, Sprowston, Norwich*



# Flavours past and present

by G. R. A. Short, FPS, FLS

*The author delivered the second W. R. Littlejohn memorial lecture to the British Society of Flavourists last month. The following is an abstract of his address.*

There can be no doubt that the first natural flavouring materials to be employed by man would have been spices which in addition to their flavours were considered to have a preservative effect upon the foods in which they were used. Cassia has been known from very early times, being mentioned in Chinese herbals as early as 2700 BC. Such is the confusion in early writings between cassia and cinnamon that no authentic record of cinnamon having its origin in Ceylon can be found until 1275 AD when an Arab writer referred to it as a product of that island.

Among other early known spices as well as herbs are turmani, turmeric, ginger cardamon, coriander calamus, anise and cumin, nutmeg and mace, saffron, thyme, mint and marjoram.

The ancient Greeks and Romans imported Eastern spices for use in the kitchen, these included pepper, cassia, cinnamon, ginger and aniseed. Caraway was used in bread, fennel for flavouring vinegar, coriander in wine and mint in sauces.

In 13th century England mace was costing 4s 7d lb, ginger 1s 6d, pepper 1s, cassia 10d and cumin 2d. In the reign of Edward I anise was taxed to assist in raising funds for repairs to London Bridge. In 1345 a new Guild of Pepperers was formed in London and at this time cassia buds were selling at 8s to 13s lb and pepper at 2s.

## Dutch monopoly

About the middle of the 18th century steps were taken by the French and British to break a monopoly of spice production held by the Dutch at that time. The French introduced cloves, nutmeg and cinnamon plants into the islands of Réunion, Mauritius, the Seychelles and French Guiana. In 1788 the British occupied Penang and a few years later transplanted clove trees there and in 1818 the clove tree was introduced from Mauritius to Zanzibar. Similarly nutmegs were introduced into the West Indies.

Saffron in spite of its high price is still used to a limited extent today in Cornish saffron cakes and in the older types of barley sugar. It was grown around Saffron Walden and Cambridge until the beginning of the 18th century. Saffron Hill, in London which was formerly a part of Ely House garden owes its name to the saffron grown in that garden.

It is now well known that spices and herbs are often quite heavily contaminated with bacteria and mould spores, which is not surprising when one considers the primitive conditions under which they are

grown, harvested and prepared for market. Although fumigation can be used to "sterilise" spices, such treatment is troublesome and may tend to affect the flavour adversely and in any case the effect is only to reduce the count.

## Overcoming contamination

The problem of contamination is best solved by the use of a combination of the volatile oils and extracts or oleo-resins of the raw materials, for the processes involved in the preparation of these oils and extracts must result in the destruction of all micro-organisms. In view of the wide variations which occur in strength and character of spices and herbs due to country of origin climatic and soil conditions and methods of drying, the use of volatile oils and extracts provide an excellent means of standardisation, especially when these are blended together and distributed on a base such as salt or a sugar which will be relatively free from micro-organisms.

Among the natural products used in flavours, volatile oils are probably the most important.

As all are aware the citrus oils are too delicate to be subjected to the high temperature and moisture of steam distillation; so it is necessary to separate them from the fruit peels by cold expression. Formerly this was accomplished by hand methods before machines were developed to do the job.

Of the citrus products lime oil and juice are the exceptions. While a certain amount of cold pressed lime oil is produced its high price and close similarity to lemon oil militates against its extensive use in flavours. Large quantities of limes are processed in the West Indies and elsewhere by crushing the whole green fruit with rollers or in screw presses and allowing the mixture of juice and oil to stand in vats or tanks for 2 or 3 weeks after which the so-called racked juice is drawn off and filtered, this product constituting the refined lime juice of commerce. The "top pulp" remaining in the vats is then steam distilled and the oil separated from the distillate. During the standing period and the steam distillation the action of the acid juice has a marked influence on the composition of the oil, this is shown by the considerable reduction in the aldehyde and ester contents, and also by the change in flavour and odour.

Cold pressed bergamot oil finds its main application in perfumery but small quantities are used to modify the flavour of other citrus oils. It is also employed as an ingredient in some tobacco and tea

flavours. Some essential oils are improved by rectification, peppermint oil is a typical example.

Solid extracts of the roots of sarsaparilla, dandelion, liquorice and burdock are prepared by boiling with water, filtering and removing the water by evaporation in open pans or *in vacuo*. A number of natural materials lend themselves to the production of so-called oleo-resins which are actually semi-solid or viscous extracts prepared by percolation with a volatile solvent such as alcohol or acetone. When extraction is complete the volatile solvent is removed leaving an extract in a convenient form for blending into essences.

One of the most important plant products used in the essence industry is undoubtedly vanilla. It is a well known fact that an alcoholic essence or extract of vanilla improves on storage. It is therefore customary to keep such products for at least 3 months before dispatch.

Soft and stone fruits form the basis of many useful flavours. I remember when I first entered the industry that we had a busy time during the soft fruit season, pulping raspberries, strawberries and blackcurrants into large wooden vats and then covering them with spirit. We also pressed a considerable tonnage of fruits and concentrated the juice in enamelled stills provided with a reciprocating vacuum pump. In the course of time this plant was replaced by stainless steel stills and a steam-injector pump, the resulting concentrated juices were of greatly improved flavour, quality and colour. We were also able to recover the esters from the distillates and to add these back to the concentrates. We were then able to use these directly as ingredients in compounded flavours, thus avoiding the expensive maceration in spirit.

Bitters are a class of flavouring materials used mainly in the beverage trades and more recently in sugar confectionery. The most important bitters are quinine, cinchona bark extract, chiretta, andrographis, cusparia, gentian and quassia.

## Synthetic aromatics

It was not until the latter half of the 19th century that flavourists began to realise the possibilities of synthetic aromatics which because of their great flavour strength could be used to increase the effectiveness of some natural materials. It is evident from a study of the chapter headed Artificial Fruit Essences in *Pharmaceutical Formulas*, dated 1919, that even then comparatively few synthetics were available for commercial use. This book includes a table by Kletzinski compiled in 1866 giving formulas for compounding 15 fruit flavours from 14 synthetics . . . we have made considerable advances since the publication of these recipes.

Secrecy is rapidly becoming a thing of the past with advances in gas chromatography, mass spectrometry and other physical and chemical methods of analysis. Although workers all over the world have been and are still investigating the composition of the volatiles from our fruits, vegetables and other foods we are bound to agree with a comment made by "Bill" Littlejohn in 1954 who said "It has to be admitted that a flavour compounded on the basis of published data is still a long way from being an exact reproduction of the fruit".



# Market News

## TRAGACANTH RISE

London, December 22: The market for crude drugs has never been renowned for active trading during the week before Christmas (nor for that matter during the week after) and this year has proved no exception. With little business being transacted prices were not tested. However, there was a sharp rise in tragacanth from the No. 1 advancing £85 cert. The best grades of benzoin were also dearer. Arvenatic seeds have had a disappointing season whilst pepper and Nigerian split ginger were firmer for shipment. Gentian root

and Cape aloes have again started to move up in price. Peruvian silver grey cochineal and Quillaia bark were nominal.

Brazil was offering bris de rose oil again after an absence of several weeks. Peppermint from that source was marginally dearer. Lemongrass was being offered on the spot at the same level as cif quotations.

## Crude drugs

**Aconite:** Spot £1,125 metric ton; £1,000, cif.  
**Agar:** (lb) Kobe not quoted; European £0.73.  
**Aloes:** (metric ton) Cape primes £360 spot; £335, cif. Curacao £730 spot; £660, cif.  
**Benzoin:** BPC £42 to £48 cwt spot; £40-£45, cif.  
**Cochineal:** Tenerife black-brilliant £7 kg spot; £6.85, cif. Peruvian silver grey £6.75 spot nominal; £6.55, cif.  
**Gentian:** Root £510 metric ton spot; £495, cif.  
**Ginger:** (ton) Cochin, new crop £245, cif. Jamaican not quoted. Nigerian split £220 spot and cif. peeled £320 spot; £315, cif. Sierra Leone, new crop £310, cif.  
**Gums:** **Acacia:** Kordofan cleaned sorts £305 metric ton spot, £280, cif. **Karaya:** No. 2 faq £22 cwt, spot. **Tragacanth:** (cwt) No. 1 spot £385, No. 2 £340.

**Henbane:** Niger spot £500 metric ton; £485, cif.  
**Menthol:** (kg) Chinese spot £6.50; shipment £5.85, cif. Brazilian spot £3.90; shipment £3.77½, cif. (Jan-March).  
**Nutmeg:** (Per ton, cif). Grenada: 80's £715; sound unassorted £600, defectives £515, all cif.  
**Nux vomica:** Shipment £100 metric ton, cif.  
**Pepper:** (ton) Sarawak black £390 spot; £375, cif; white £580; £545, cif.  
**Quillaia:** £750 metric ton nominal.  
**Senna:** (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11; manufacturing £0.8½; Alexandria h/p £0.52 ex wharf manufacturing £0.26 nominal.  
**Waxes:** (ton) **Bees:** Australian £640, cif. **Candella** £570 on spot; £545 cif. **Carnauba** prime yellow, spot £700; £645, cif; fatty grey £405 and £355, cif.

## Essential and expressed oils

**Amber:** Rectified spot £0.29 kg.  
**Almond:** Drum lots £0.61 kg.  
**Bergamot:** £9.35-£14 kg as to grade.  
**Birch tar:** Rectified £2.53 kg.  
**Bois de rose:** £4.50 kg, spot; £4.10, cif.  
**Lemongrass:** £2.50 spot and cif.  
**Peppermint:** (per kg) Arvensis Chinese, spot £3.00; £2.70, cif. Brazilian £1.70 spot; Jan-Feb £1.67, cif. American piperata from £1.60.

## Ethyl Alcohol

(S.V.R.)

Fermentation and synthetic  
 qualities both available to British  
 Pharmacopoeia specification.

**James Burrough Limited**

Fine Alcohols Division 60 Montford Place London SE11  
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(homoeopathic formula)

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 25 New Street Square, London, EC4A 3JA.  
 Telephone 01-353 3212.

**Headings** All advertisements appear under appropriate headings.

**Screen 100.**

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**Box Numbers** £0.25 extra.

**Series Discounts** 5% on 3 insertions or over. 10% on 7  
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**Copy date** 4 pm Tuesday prior to publication date. Adver-  
 tisements should be prepaid.

**Publication date** Every Saturday.

**Circulation** ABC January/December 1971 15,167.

## Hospital appointments

### WHIPPS CROSS HOSPITAL, LEYTONSTONE, E11 1NR.

#### SENIOR PHARMACIST

required part-time 20 hours per week, at recently modernised and enlarged pharmacy in this 862 bedded, mainly acute District General Hospital. Within easy reach of pleasant residential areas and central London. Enquiries to Group Pharmacist, telephone 01-539 5522, Ext. 125. Application forms obtainable from Hospital Secretary, ext. 351. Returnable as soon as possible.

### ST. BARTHOLOMEW'S HOSPITAL, LONDON E.C.1

PHARMACIST required. 5 day week. Whitley Council scales. Extra pay for evening clinics. The post offers varied experience in a Teaching Hospital including close collaboration with other disciplines in the hospital. In the near future the hospital may be part of an area organisation when posts would be reviewed according by Noel Hall Gradings. Applications with full particulars naming two referees to the Chief Pharmacist.

### NOTLEY HOSPITAL, BRAINTREE, ESSEX.

#### PHARMACY TECHNICIAN

Salary scale £1041-£1425. Preferably full time (part time considered) for modern, well equipped pharmacy, serving busy general hospital. Help may be given with accommodation. Application form and further information from: Hospital Secretary (Tel: Braintree 68)

### DUNDEE ROYAL INFIRMARY (Category V)

Applications are invited for the post of Senior Pharmacist in this General Teaching Hospital, Whitley Council Salary and Conditions of Service. Apply stating age, qualifications, experience and the names of two referees, to the Personnel Office, Royal Infirmary, P.O. Box 72, Dundee DD1 9ND within 10 days.



# Classified advertisements

## Hospital appointments

**CHASE FARM HOSPITAL,  
THE RIDGEWAY, ENFIELD,  
MIDDX.**

(General — 357 beds)

**CHIEF PHARMACIST** (Category 7) required. Salary scale £2301 p.a. rising by 9 annual increments to £3129 p.a. including London Weighting Allowance. Chase Farm Hospital is at present being rebuilt as a District General Hospital and is a designated Accident Centre. The Chief Pharmacist is also responsible for pharmaceutical services at St. Michael's Hospital (Geriatric 273 beds) Enfield War Memorial Hospital (General Practitioner—10 beds) and Cheshunt Cottage Hospital (General Practitioner—10 beds). Applications giving age, qualifications, details of previous experience and names and addresses of two referees to the Hospital Secretary.

**ILFORD & DISTRICT HOSPITAL  
MANAGEMENT COMMITTEE  
MARKING HOSPITAL,** Upney Lane, Barking, Essex.  
**SENIOR PHARMACIST** required. Whitley Council conditions of service. Salary scale £1,689/£2,100 p.a. plus London Weighting. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

## Newport and East Monmouthshire Hospital Management Committee

**SENIOR PHARMACIST** at Pontypool and District Hospital, Pontypool, Mon. (118 beds). Salary £1689 to £2100. This is a General Hospital, and the post provides useful experience.

**PHARMACIST** at the Royal Gwent Hospital, Newport, Mon. (426 beds). Salary £1545 to £1941. This is the Group's Base General Hospital, with a staff of four pharmacists.

Apply, quoting two referees and post concerned to: Group Secretary, 64 Cardiff Road, Newport, Mon, NPT 2UA.

## Wanted

**URGENTLY REQUIRED,** all items connected with old-fashioned Pharmacies.—Runs of drug drawers, shop ends, jars, etc.—Telephone Ashford (Surrey) 72319 or write Robin Peeler, 'Maplehurst', Park Lane, Egham, Surrey.

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**Low Cost  
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36  
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**UNIT SHOPFRONTS LTD**  
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## Wellcome MARKETING DIRECTOR Nigeria

This is a new appointment to our Nigerian Company in Lagos which manufactures and markets consumer and ethical pharmaceutical products. The Company employs 160 staff and is poised for rapid development.

The key objective of the position is to achieve an accelerated growth in the profitable sales of the Company's products. To meet this objective, essential experience will include consumer marketing and the management of a field sales force in some part of Africa, preferably West Africa. Preference will be given to a man aged between 35 and 45 educated to degree standard, but the most important criterion will be a proven record of success.

A substantial salary and generous fringe benefits will be paid to the appointed candidate.

Please write, in confidence, to

**The Personnel Manager,  
International Services,  
THE WELLCOME FOUNDATION LTD.,  
183 Euston Road, London NW1 2BP.**



## Pharmacy Manager Required for S.E. 18 District of South London

This busy pharmacy has a good supporting staff including a dispenser. An attractive, above average, salary plus half-yearly bonus is offered.

Apply in the first instance by telephone to:  
Mr G. French,  
Superintendent Pharmacist,  
01-854 2000 Extension 263  
or write to:

**Personnel Manager,  
Royal Arsenal Co-operative Soc. Ltd.,  
147 Powis Street, Woolwich, S.E.18 6JN.**

**SHOPFRONTS** and interior fittings by Chemist Specialists. **WARWICK SHOPFITTING**, 20 Rudd Street, London, SE18 6RS. Tel: 01-854 0343.

**INTERPLAN SYSTEM** 80, Modular units, designed for the modern pharmacy. Attractive designs at attractive prices plus complete shop-fitting service. Details from Olney Bros. (Shopfitters) Ltd., Jado House, Northbridge Road, Berkhamsted, Herts. Tel: 5417/9.

## Portsea Island Co-operative Chemists Limited

### Pharmacy Branch Manager or Manageress

We have a vacancy in the near future for Pharmacy Branch Manager or Manageress for our new branch situated in a very pleasant south coast town. The position offers congenial employment under first class conditions and an adequate salary will be paid. Living accommodation probably available.

### A permanent and superannuated position

Applications in writing with full details of age, experience etc. to the Personnel Manager, or the Superintendent Chemist, "Co-operative", 110 Frattin Road, Portsmouth PO1 5DB.

**PHARMACY SUPERINTENDENT** required for modern expanding pharmacy with good supporting staff in N.E. Derbyshire, near Sheffield. Directorship offered. Remuneration by arrangement. This post is immediately available due to sudden death of proprietor. Box No. 2075.

**WANTED SUPT.** Chemist for West End Pharmacy. Write giving details of age, experience and Salary required. Box 2074.

**EFFICIENT LADY** urgently required for permanent position as general assistant. Age 20-50 years. Must be experienced with first class references. Pleasant working conditions in Hampstead area. Assistance given with accommodation. Telephone 01-432 3284 or write, Victor Chemist, 707 Finchley Road, N.W.2.

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## Miscellaneous

### CHEMISTS GALORE

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# Classified advertisements

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#### Royal Naval Hospital Haslar (near Gosport, Hants)

2 SENIOR/BASIC PHARMACISTS  
1 SUPERINTENDING PHARMACIST (NHS CHIEF II)

#### Royal Naval Hospital Plymouth

2 SENIOR/BASIC PHARMACISTS

#### Royal Naval Medical Store Greenock

1 SENIOR/BASIC PHARMACIST  
1 SUPERINTENDING PHARMACIST (NHS CHIEF II)

#### Royal Naval Hospital Gibraltar

1 SENIOR/BASIC PHARMACIST

Interesting and rewarding careers open to successful candidates, with opportunities for promotion. Salary, conditions of service and superannuation are linked to those of the National Health Service.

Applicants (male or female) should apply to:  
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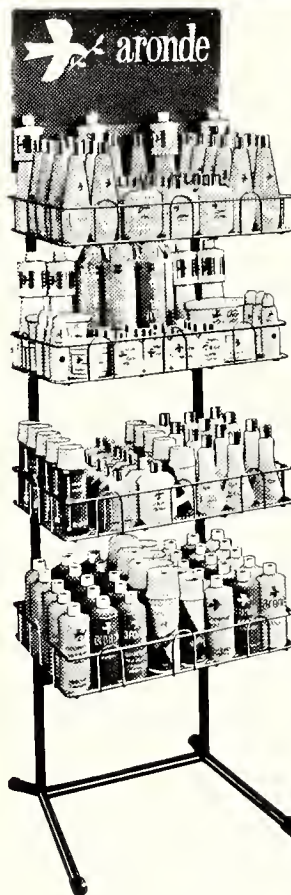
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